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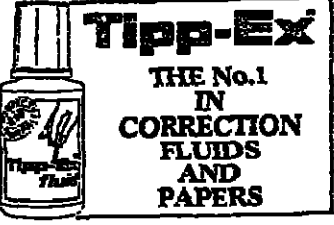


# THE GUARDIAN

Printed in London and Manchester

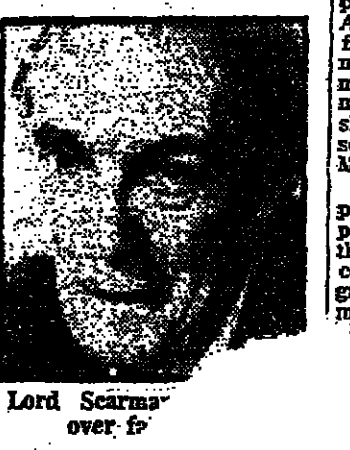
Friday February 22 1985

23p



## Scarman backs 'informed medical consent'

By Malcolm Dean  
Lord Scarman opened the door in a judgment in the House of Lords yesterday to a doctrine of informed consent. Doctors would have to provide more information to patients about the risks of treatment which they are about to undergo.



Lord Scarman over 70

The patient who took the case to the Lords, Mrs Amy Sidaway, lost her appeal for damages but four out of the five Law Lords who heard the case expressed dissatisfaction with the present test used by the courts in such cases.

## Fowler's final list still opposed by BMA and manufacturers

# Ban on 2,000 drugs for NHS

By Andrew Veitch, Medical Correspondent  
Nearly 2,000 drugs will be banned from NHS prescription from April 1, the Social Services Secretary, Mr Norman Fowler, announced yesterday. But his original limited list of approved drugs has been trebled to more than 100.

The projected savings of the scheme, which is bitterly opposed by the British Medical Association and the drug firms, will be cut from £100 million to an estimated £75 million. The health service might suffer as a result of the shortage of the drugs which are to be banned.

A system for reviewing new products in the seven therapeutic categories affected by the list is to be set up in consultation with medical organisations. Firms who want to market new products in these categories must have to apply to the Committee for the Safety of Medicines, which will review the safety, efficacy, and quality of the drugs.

## Rift grows over pits draft

By Keith Harper, Labour Editor  
A DEEP split developed yesterday between the TUC and the miners over the rejection by the NUM of the National Coal Board's draft agreement, which has led to the continuation of the strike, and considerable anger at TUC headquarters.

Scargill had personally asked the TUC to apply pressure on the Government, which led to this week's meeting with the Prime Minister. Mr Scargill also accepted that the NCB's draft document, while amended by the NUM, would form part of the final agreement.

## Walker rules out talks in warning to miners

By Ian Aitken, Political Editor  
The Government yesterday sent a brutally clear message to any striking miners who are still equivocating about a return to work in the hope of a negotiated settlement.



Cardinal Giamp, the Polish primate, arriving at Heathrow yesterday for his tour of Britain. Report, back page

## Thatcher admits being helpless over pound's fall

From Alex Brummer and Michael White in Washington  
With the pound continuing to drop against the dollar, Mrs Thatcher yesterday emerged from her meeting with the Reagan economic cabinet to profess herself somewhat baffled and virtually helpless to do anything to stop it.

A special relationship with special problems, page 17.  
out a faint hope that market forces would reverse the trend now that their adverse effect were widely recognised, particularly in hitting American exports.

## DPP studies film report on MI5

By James Naughtie and David Hearst  
The Director of Public Prosecutions, Sir Thomas Hetherington, yesterday launched an investigation into the Channel 4 documentary on the surveillance targets of MI5, which the IBA banned because it feared prosecution under the Official Secrets Act.

the DPP said the inquiry was prompted by an allegation, expressed in a letter that screening the film would be a criminal offence.

## NEWS IN BRIEF

### Liverpool interest

LIVERPOOL city council is to sell its £30 million interest in home mortgages to a banking syndicate to help fund its capital programme and keep it within Government limits. Back page.

### Demand failure

THE RISE in unemployment has been caused predominantly by lack of demand and not labour-related factors, stressed by the Government, according to an academic study. Page 27.

### Election arrests

MORE than 900 political activists have been arrested in advance of Pakistan's general election. Page 8.

### Tourists' royal diversion

By Martin Wainwright  
Beach towels and surfboards were abandoned by a hundred British holiday-makers yesterday when their waterbreakers plans fell foul of Moroccan politics. Instead of heading, as expected, for the seaside resort of Agadir, they were diverted to Marrakesh in the lee of the Atlas mountains.

### £6,000 for libel

A RETIRED headmistress was awarded £6,000 libel damages yesterday over allegations by an anti-cancer campaigner. Page 3.

### Policeman killed

A COMMUNITY policeman returning from a school outing was murdered in Ulster. Back page.

### War games

NICARAGUA sent its tanks to defend its border against US-led military exercises in Honduras. Page 6.

### Homes 'saved'

THE Government is contributing £25 million to save three stately homes. Page 4.

### 600 lose jobs

SIX hundred of the 700 staff at the International Stores headquarters are to lose their jobs. Page 25.

### The weather

RATHER cold. Details back page.

### Base decision

THE Church of England is to sell land for the Moleworth cruise missile base, despite being offered more from other sources. Page 2.

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Austria	24 p
Belgium	24 p
Denmark	6.50 p
France	7.50 p
Germany	3.50 p
Holland	3.25 p
Italy	1.80 p
Spain	2.50 p
Switzerland	1.70 p

## SA scraps evacuation of blacks

From Barry Street in Cape Town  
The Government yesterday backed down from a plan to move all African people in the Cape Town area to the bleak township of Khayelitsha, 20 miles from the city centre.

The Minister of Cooperation and Development, Dr Gerrit Viljoen, announced in a statement that the people with legal rights to be in the black townships of Langa, Guguletu, and Nyanga would be entitled to 99-year leases there.

The decision is a significant departure from earlier government policies that the Western Cape would be regarded as a white and coloured area, and that Africans would not be allowed to live in the region permanently.

### New Statesman

By Ian Aitken, Political Editor

I NAME THIS SHIP "FAT PROFITS FOR PRIVATE YARDS FROM THE MO"

**BREAKING UP THE YARDS**  
PLUS: Roy Hattersley replies • Liverpool's politics • Arts • Bernard Crick on Poulson • Books

### SHOPPING LIST?

Another lucrative opportunity for speculators—the juicy M.O.D. contracts at the Newcastle shipyards: this week, the New Statesman looks at the latest candidate for privatisation.

Also, Roy Hattersley answers back about exchange controls; the Pope and Liberation Theology; inside Liverpool Council; and much more.

### New Statesman

The weekly for people with minds of their own. Every Friday, 80p.



# One certainty in NUM slanging match

Keith Harper and Patrick Wintour on the background to the war of words between the TUC and the miners over the rejection of a pits peace document that was 'bedded in concrete'

IN THE slanging match which broke out yesterday between the TUC and the National Union of Mineworkers, only one thing was certain.

Mr Arthur Scargill, the NUM president, was aware of the status of the National Coal Board's document last Friday. Mr Norman Willis, TUC general secretary, told him that the NCB's line, as preached by Mr Ian MacGregor, was that the document was 'bedded in concrete'.

In spite of the NUM's protestations to the contrary yesterday, the TUC team were sent back to the Government and the NCB in their role as super messengers by Mr Scargill's best. He did not know what they would turn out to be when they returned, but he was aware of the conditions under which the TUC was working.

From last Friday both the TUC and the NUM understood the TUC's role; it was no longer trying to find an agenda for face-to-face negotiations between the NUM and the NCB, but was helping to produce a draft document which would form an integral part of the final agreement, so long as it was acceptable to the NUM.

TUC leaders were divided on how they should approach the Government. Some thought that an approach to Mr Peter Walker, the Energy Secretary, would be best, but some of the TUC's monitoring team of seven — particularly Mr Ray Buckton (train drivers) and Mr David Bassett (General and Municipal Workers), favoured a direct knock on the door of 10 Downing Street.

They argued that the matter was so important that the Prime Minister should be informed that very little separated the parties, even though they might receive a public rebuff.

The TUC's request to see the Prime Minister received an immediate response, and those who attended the meeting were surprised at her friendly approach. After coffee and biscuits in an ante-room, they found their hour-long meeting with Mrs Thatcher rewarding. Some

even talked enthusiastically afterwards about a new relationship with the Government, and one described Mrs Thatcher as "a marvellous woman".

The Prime Minister was impressed with the sincerity of the TUC team and, more importantly, she gained the impression that they had influence over the NUM.

While the Downing Street meeting was by no means a negotiating session, Mrs Thatcher was assured by Mr Willis that what they were talking about was a final agreement.

Yesterday's decision by the delegate conference confirming the rejection of the NCB document by the NUM executive was greeted with dismay by the TUC team. They wondered if their new relationship with the Government had been tarnished immediately, although some of the leftwingers on the group of seven more realistically accepted that little had really changed between Mrs Thatcher and the TUC.

The TUC team returned from three days of labour to the NUM in the genuine belief that they had secured important changes in the document. Mr Willis presented the document to the full NUM executive on Wednesday evening, but it was a brief report and none of his colleagues spoke about what they had achieved.

It was suggested yesterday that Mr Willis might have spoken more positively, and argued that the changes were important. But it was just as strongly stressed by members of the NUM executive that the result would have been the same and that the changes were only in the margin.

The most fundamental difference between the union and board was the status of the document itself. The NCB chairman, Mr MacGregor, made it clear in a letter to Mr Willis on Wednesday that he understood the TUC to accept that the "document would be the final agreement for all the matters dealt with in the document," and that "in no

way was the document to be ignored as irrelevant. The future of the five pits would be dealt with in the context of the modified colliery review procedure agreed in contrast, regarding the TUC's work, and the document, as paving the way for the opening of substantive negotiations directly between the NUM and the NCB.

In the NUM's view the reopening of these direct negotiations had been stalled by the NCB's insistence that the NUM agree prior to negotiations that the issue of uneconomic pits would be on the agenda. The NUM said there should be no preconditions.

An attempt at the end of last month between Mr Peter Heathfield, the NUM general secretary, and Mr Merrick Spanton, NCB board member for personnel, to draw up an agenda for talks had been thwarted over this issue.

The NUM viewed Mr Willis's work with Mr MacGregor as an attempt to reopen substantive negotiations between the NCB and the NUM.

The NUM would have three key concerns in such negotiations. With regard to the status of the March 6, 1984, proposals of the NCB, the NUM wanted a cutback of 4 million tonnes of coal capacity over the year, it wants these proposals withdrawn. The NCB has said it will review them.

Secondly, the NUM wants a commitment from the NCB that the five most threatened pits — Cortonwood, Bulcliff Wood, Snowdown, Polmaise, and Haverhill — would be kept open in line with previous agreements. The NCB said the situation would be reviewed.

Thirdly, the NUM insisted that any final document should make no reference to the NCB's right to close pits on economic grounds.

The NCB, and apparently the TUC, thought that their negotiations over the past fortnight superseded the need for any further negotiations between the NUM and the NCB over these issues. In the NCB document rejected yesterday by the NUM, the March 6 proposals would be

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## S. Wales may call for united return to work

By Paul Heyland

CALLS for a united return to work without a settlement could be made at the South Wales miners delegates conference in Mid-Glamorgan today.

Mr Emlyn Williams, the South Wales president, has emphasised that he will not allow his 19,000 members who have loyally supported the strike to become isolated as the drift back to work continues in other parts.

The South Wales delegates are proud that their area has given the greatest support to the dispute, and it is highly unlikely they would reject the national conference's call to continue the strike. But that would not preclude them from urgently recommending new initiatives.

There is increasing pressure from judges for an end to the dispute and a mass meeting of miners from the South Cymru colliery near Newbridge in Gwent may vote tomorrow on whether to return to work. If the South Cymru men broke ranks, other Gwent collieries, where miners have been wavering in their support for the strike, could follow suit.

The coal board asserted that 491 men, representing less than 3 per cent of the work force, reported for duty in the colliery yesterday. Leaders have been sent to the South Wales miners offering tax-free holiday pay ranging from £235 to £255 if they return to work on Monday.

The umbrella organisation set up to support the mining communities in Wales is to intensify its campaign.

The Wales Congress has called a conference "twenty miles from the coalfield" to consider the strike, and a major appeal is to be launched next week to counter increased hardship.

Rallies, concerts and demonstrations in support of miners will be held in Merthyr Tydfil, Treorchy, and Llanvynnia in the Rhondda Valley, culminating in a London-Wales congress early next month, sponsored by the GLC leader, Mr Ken Livingstone.

The NUM research officer, Dr Kim Howells, claimed yesterday that a cabinet-level decision had been taken effectively to close much of the militant South Wales coalfield for political reasons by reducing the market for its coal.

Dr Howells said the union had information from a contact within the Department of Energy that there were plans to reduce the status of the Aberthaw power station near Cardiff and convert all or part of the station to use surplus Midlands coal.

The Department of Energy and the Central Electricity Generating Board refused to comment directly on the accusation but Dr Howells said he had information that there had been meetings between the Energy Secretary, Mr Peter Walker, and the CEBG chairman, Sir Walter Marshall, to discuss the problem of Aberthaw.

Agenda, page 10



## Walker defends wise men of TUC

WITH a display of pain and sorrow which must have moved all who witnessed it, the Energy Secretary, Mr Peter Walker, came to the Commons yesterday to report the collapse of yet another peace process in the pit dispute.

Though he couldn't go as far as one Tory backbencher, who recommended that those who insisted on striking should from now on just be sacked, Mr Walker was in storming, uncompromising form.

The coal board had made it clear, and the Government had agreed (all those who thought it was the other way round will kindly leave the room), that there could be no more talking. It had been "hasty" for the NUM not to grab at what was offered.

"I am telling you," he added, "just to remove all doubt, that there is no way Mr Scargill's absurd and extreme demands are going to be met."

As for the NUM's apparent repudiation of the work of the Congress, Mr Walker said that a skill which reminded one that before he took on Energy he had charge of British Rail.

Previously realising that Mr Walker's on Mr Jay's secretary, Mr Bill Key, was a "relocatee". Yet the NUM's allegation that the final formula was even nastier than its predecessors, had in the minister's view been a "gross insult" to these world statesmen.

That any Penn and others should suggest otherwise was simply, Mr Walker feared, part of a leftwing

Parliament, page 27

campaign to discredit the general secretary of the TUC, Saint Norman Willis. We were back yesterday, in other words, to one of those stages in the parliamentary battle over the pit dispute where Labour's left is agitated and angry, Labour's leadership is mostly trying to keep under cover, and the Tory benches glory in it.

Then David Nellist (Lab, Coventry SE) tried to emphasise how many miners still stood firm, Mr Walker was ready with the figures for Mr Nellist's constituency: 78 per cent back at work.

Dennis Skinner (Lab, Bolsover) said he already knew the Bolsover figures, thank you, but he got them just the same. There were 90.7 per cent at work in Bolsover, Mr Walker informed his by now adoring supporters.

Later Mr Skinner got himself thrown out again after the Leader of the House, John Birt, had tried to turn him together with all those who urged the Government to talk to the TUC and now didn't like the result.

"Oh no, not me," said Mr Dennis, vehemently and correctly as Mr Birt later accepted.

"He can check the record," that's a lie. Would he please withdraw, said the Speaker. He told the lie, not me," said Dennis, gesturing. Suspended for the rest of the day.

Thereafter, the Social Services Secretary, Norman Fowler, told the House that his limited list of desirable drugs — which has been causing inflammation and vomiting through much of the drug industry, some of the most powerful and dangerous — would be increased to 100.

There will be no stay of execution for Rufford cough syrup, Acne Aid Bar (for those whose acne is losing the battle), Father Pierre's monastery herbs, Junior All Fours Mixture (for Robert's Laboratories (presumably no relation)).

A forest of Tory MPs reared up immediately, but mostly to offer congratulations. The Liberal's Michael Meadowcroft applauded too, though Labour's Michael Foot said that this shows what a hash had been made of it in the first place. Still, Mr Fowler got a bit of a boost from his Ahrhah! reno-easy Vapour's benefit, in case there is Government Removing Cream will be available on NHS prescription for a little while yet.



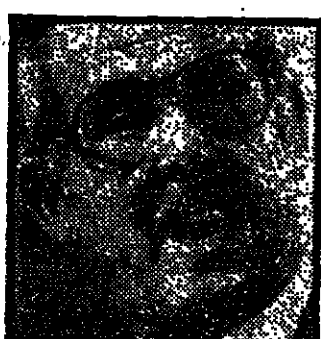
Ray Chadburn



Jack Taylor



Henry Richardson



Peter Heathfield



Arthur Scargill



Eric Clarke

EXECUTIVE members of the NUM and delegates were unanimous in condemning "proxy" negotiations through the TUC and in calling for direct talks with the coal board as they left the union's conference in London.

Mr Jack Taylor, the Yorkshire area president, said: "I've never known a situation where people representing workers have not been able to talk to employers. The question everyone should be asking is 'why has the coal board got this fear of talking to the union?'"

Mr Mick Carter, delegate from Cortonwood pit in Yorkshire, where the strike began, said: "The whole document shows that the board had been using the TUC to lift us up and drop us down. It's psychological warfare that they're waging. They lift the lads up and then smash them down."

Mr Henry Richardson, suspended general secretary of the NUM Nottinghamshire area, said: "Providing the men stand firm we believe we can still win this dispute. The document that was produced was totally unacceptable — in fact, Chamberlain came back with a better paper in 1939. It would be a sellout if we agreed to it."

Mr Peter Heathfield, the NUM general secretary, said: "The NUM executive has rejected the NCB document because it is unacceptable. The NUM executive has rejected the NCB document because it is unacceptable. The NUM executive has rejected the NCB document because it is unacceptable."

Mr Arthur Scargill, the NUM president, said: "The NUM executive has rejected the NCB document because it is unacceptable. The NUM executive has rejected the NCB document because it is unacceptable. The NUM executive has rejected the NCB document because it is unacceptable."

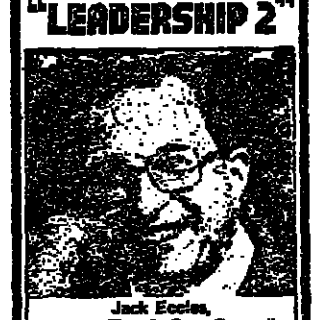
Mr Eric Clarke, the Scottish area secretary, said: "What's so disappointing is this: supposedly Mrs Thatcher's political intervention was one to make it better and it wasn't. It was one to make it worse."

Mr Arthur Scargill, the national president, said: "I think the TUC has seen at first hand the duplicity of the NCB. I only hope the TUC will now go out in a public way campaigning for the decisions of the TUC Congress and call on the trade union movement to support the miners."

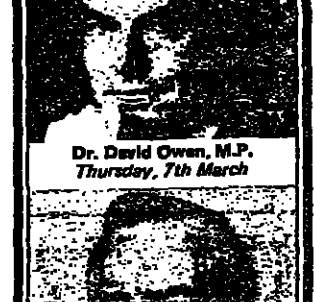
Mr Peter Heathfield, the general secretary, said: "It's an incredible situation to try to negotiate by proxy."

## Manchester Business School VITAL TOPICS SEMINARS

### "LEADERSHIP 2"



Jack Eccles, Chairman, T.U.C. Council Tuesday, 26th February



Dr. David Owen, M.P. Thursday, 7th March

Enoch Powell, M.P. Friday, 10th March  
Preseminars drinks 6.00 pm  
Lecture 6.45 pm  
Question time 7.15 - 8.00 pm  
Tickets £7 per session  
£10 all three (inc. drinks)  
Cheques to MBS, FREEPOST  
Manchester M15 5DA  
or tel. reservations Hilda  
Tereschuk 061-273 8228 x 166  
MBS ASSOCIATION  
MBS Part-time Master's Programme

## 'Shameful' cry, as King shuts third of Skillcentres and axes 1,000 jobs

By Colin Brown, Political Staff

The closure of 29 of the 87 Skillcentres with the loss of 1,050 jobs was announced in the Commons yesterday by the Employment Secretary, Mr Tom King.

The closure was condemned as "a kick in the teeth" for the long term unemployed by the shadow employment secretary, Mr John Prescott.

The job losses will be offset by the employment of 100 mobile instructors, but the announcement provoked an outcry from Labour MPs.

Mr Prescott protested that the Manpower Services Commission had been forced into making the closures by Treasury financial constraints.

Attacking the statement as "shameful", Mr Prescott said the closures would include six centres which were profitable. He demanded, "What sort of market economics is that?"

Mr King said: "What really would be shameful would be

to allow the losses that are occurring and the under-utilisation of capacity to take up existing resources."

Mr King warned that if the losses had continued the centres which had survived would be "wasted down". He said that the number of adults being trained was planned to rise to 250,000 by 1987, more than double the 1983 figure.

The Opposition is planning to continue the protests against the closures.

## Pile-up in M-way fog Voice of Donald Duck for fifty years

By James Lewis

Seven lorries and two cars were involved in a collision yesterday when they tried to pull up after a driver had stopped on the M18 motorway near Doncaster and then drove off. Four people were injured.

South Yorkshire police said that a Ford Fiesta, driven by the woman was not itself involved in the crash but hit a lorry which had stopped. She lost her bearings and simply stopped. . . . She may not have known the extent of the chaos she had behind her.

Later, during the morning rush hour, 40 vehicles became involved in 11 separate crashes, which closed both lanes near Rotherham. Twenty people were injured but although some had to be cut free, none was reported serious.

## OBITUARY

CLARENCE NASH, the squawky, belligerent voice of Donald Duck for 50 years, died on Wednesday of leukaemia, a hospital official said. He was 80.

Nash also supplied voices for such cartoon characters as a bulldog in Bambi, dogs in the film 101 Dalmatians, and, at Jimmy Cricket Mouse and Jimmy Cricket.

He was performing animal imitations as an advertising stunt for a milk company when he heard the Disney Studio was looking for animal imitators.

## Met police to find £8m to pay for picket costs

By Richard Norton-Taylor

The Metropolitan Police is having to make £8 million spending cuts because it has not been reimbursed for the cost of sending men to police areas during the miners' dispute. The Government has claimed that police forces and rangers will not suffer if they are not reimbursed for the cost of sending men to police areas during the miners' dispute.

Savings of £8 million will have to be made as a direct result of the refusal by authorities in mining areas to pay the Metropolitan Police in this financial year.

Savings will be made by deferring the purchase of new equipment, delaying work on new projects, and by a ban on the recruitment of some civil support staff. Mr Dennis Wilson, deputy director of finance, says in the latest issue of the force's journal, The Job, published today, that the measures are certain to have an effect on next year's spending plans.

"For a variety of reasons," he says, "substantial payments

due to us from aided forces are likely to remain unpaid at the end of the financial year."

Although Scotland Yard last night did not specify the problem, a number of police authorities in mining areas — already squeezed by government spending limits — have opposed the way the strike has been policed.

One authority — Cheshire — has taken legal action against Derbyshire in an attempt to recover money spent on policing the dispute, and others are expected to follow suit.

The Met has been forced to make savings because it is having to budget within strict cash limits set by the Government.

Left-wing boroughs in London are likely to seize on the cuts as clear evidence that the Metropolitan Police — and through them London ratepayers — are having to subsidise the work on the miners' dispute.

Passenger ferry services from Dover and Folkestone may be halted today by a day of action in support of a seamen's hospital threatened with closure by unions yesterday.

The day of action, initiated by the health service union, Cohse, is in protest at the planned closure of the Dreadnought National Seamen's hospital in Greenwich, south-east London. The local health authority is proposing to transfer its services to a special unit at St Thomas hospital, Lambeth. Cohse, with the other hospital staff unions, Nupe and Natgo, will stage a one-hour stoppage at the Dreadnought this morning. The National Union of Seamen said yesterday that the Channel ports of Dover and Folkestone would be hit by a 13-hour strike, from 6 am to 6 pm. Tugboatmen have been asked to support the protest, but their union, the Transport and General Workers' Union, did not know last night what form such action might take. Strike or no-strike action by them would affect shipping in the Port of London. Cohse fears for the jobs of its 350 staff if the hospital closes, but all the unions are concerned that the unique treatment the hospital offers to sailors may disappear if transferred to St Thomas.

## NEWS IN BRIEF

### Defiance on lorry ban

THE Greater London Council has confirmed that it will defy the Government's directive banning plans for a lorry ban at night and weekends.

In a letter to the Transport Secretary, Mr Nicholas Ridley, the GLC says it feels that the direction is invalid and that it will try to have it quashed through the High Court.

### Funeral attack on media

A VICAR criticised the media yesterday at the funeral of Mr Stanley Parr, the dismissed chief constable of Lancashire. Mr Parr, who was 67, died at the weekend in Blackpool hospital.

Canon David Davies accused the media of sensationalism in reporting Mr Parr's dismissal eight years ago, after a tribunal found him guilty of using his position to show favour to people he knew.

Canon Davies said many people felt Mr Parr's fall had been basically due to his kindness.

Girl allowed free bus pass  
THE 13-year-old girl, whose parents won a High Court ruling this week over their refusal to allow her to walk to school on her own, will be issued with a free bus pass so she may return to school on Monday.

## Dispute may hit ferries

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## HOME NEWS

17 freed, but 8 convicted on their admissions to police

### Judge rejects evidence from loyalist informer

By a correspondent

Ulster's fifth supergrass trial collapsed yesterday after the judge threw out the evidence of a Loyalist informer.

Of 25 accused men who were originally implicated on the evidence of James Crockett, a member of the Ulster Volunteer Force, 17 were freed, eight were convicted, while four others, although cleared, were remanded on custody to face other charges.

The eight who were convicted were found guilty because until the others, they had made either written or verbal admissions to the police.

Mr Justice MacDermott said in Belfast crown court yesterday that although Crockett's evidence did not "measure up to the required standard to

support convictions, it was not totally false.

"Far from it — I think it is at least probable that he has correctly identified the accused as being the partners in the serious crimes to which he, Crockett, pleaded guilty," said the judge. "But these cases are not decided on the balance of probabilities."

The judge described Crockett as Street-wise and vicious, a man who had been prepared to lie to the court for his own ends. His motivation for giving evidence, was the hope that he would get early release from his life sentence. Crockett was also a man of bad character, and when cornered during defence questioning had reverted to his old vices of dishonesty and deception.

Crockett is serving life for two sectarian killings. One of those convicted, William McClelland, of Belfast, was also gaoled for life for one of the murders, that of Mr Gabriel Wiggins, aged 58, in September 1979. But McClelland was cleared of murdering Carl McFarland, aged 21, in April 1980.

William McFarland, of Newtownabbey, was gaoled for five years for armed robbery and hi-jacking. Five others convicted of crimes ranging from having explosives to UVF membership were freed after their sentences were either recorded or suspended.

The eighth defendant was put back for sentence until the end of next month.



Mr Justice MacDermott: Crockett 'street-wise and vicious'

### £6,000 damages for school caning libel

A retired headmistress, Mrs Joyce White, was awarded £6,000 damages by a High Court libel jury yesterday over a false report that children at her infants' school were caned.

The damages, and costs estimated at £30,000, were against an anti-caning campaigner, Tom Scott, education secretary of the Society of Teachers Opposed to Physical Punishment (Stopp).

The jury of seven women and five men returned a unanimous verdict that Mrs White had been libelled by Mr Scott in a press notice erroneously stating that 20 canings had been carried out at her Essex school in 1979-80.

Mrs White, aged 55, of Clacton-on-Sea, Essex, accompanied by her husband, Sidney, said after the hearing: "I had to retire because of the strain of this libel — I had a nervous breakdown over it. I did not cane children and had to clear my name."

"But for this libel I would still be head of Burrville School. I would not dream of caning children, although I have smacked them. I loved all those children. One day I would be giving them a cuddle — another day if they were naughty, a smack. It didn't mean I didn't love them."

Mrs White had told the court that 20 smackings to the backs of children's legs had been administered. None of her pupils, aged four to seven, was ever caned. The school did not even possess a cane.

Mr Scott, of Stepney, east London, said that although the award and costs were against him personally, "I don't have £6,000 or anything like that."



Joyce White: 'I smacked them for being naughty'

### Immigration officers 'curbing entry rights'

By Aileen Ballantyne  
Rights of immigration for families of people already settled in Britain are being denied because of "over-zealous, over-harsh and inquisitorial" questioning by British entry clearance officers.

The charge is made in a submission given to Mr David Waddington, minister of state at the Home Office yesterday, by the United Kingdom Immigration Advisory Service.

A deputation from the service, financed almost entirely by central government, yesterday met Mr Waddington to call for fresh guidance to entry clearance officers in the light of increasing evidence from immigration appeal hearings that rights of entry are being denied to many families of those already settled.

British interview procedure in the Indian sub-continent for wives, children, and elderly relatives wishing to join black and Asian men already in the UK is likened to "police questioning" in the submission.

The starting point for many interviews seems to be that most applications are bogus in one respect or another until proved genuine.

Yesterday's deputation is part of growing pressure on the Government to act on the recent report by the government-financed Commission for Racial Equality, which concludes that immigration rules under the Race Relations Act were racist.

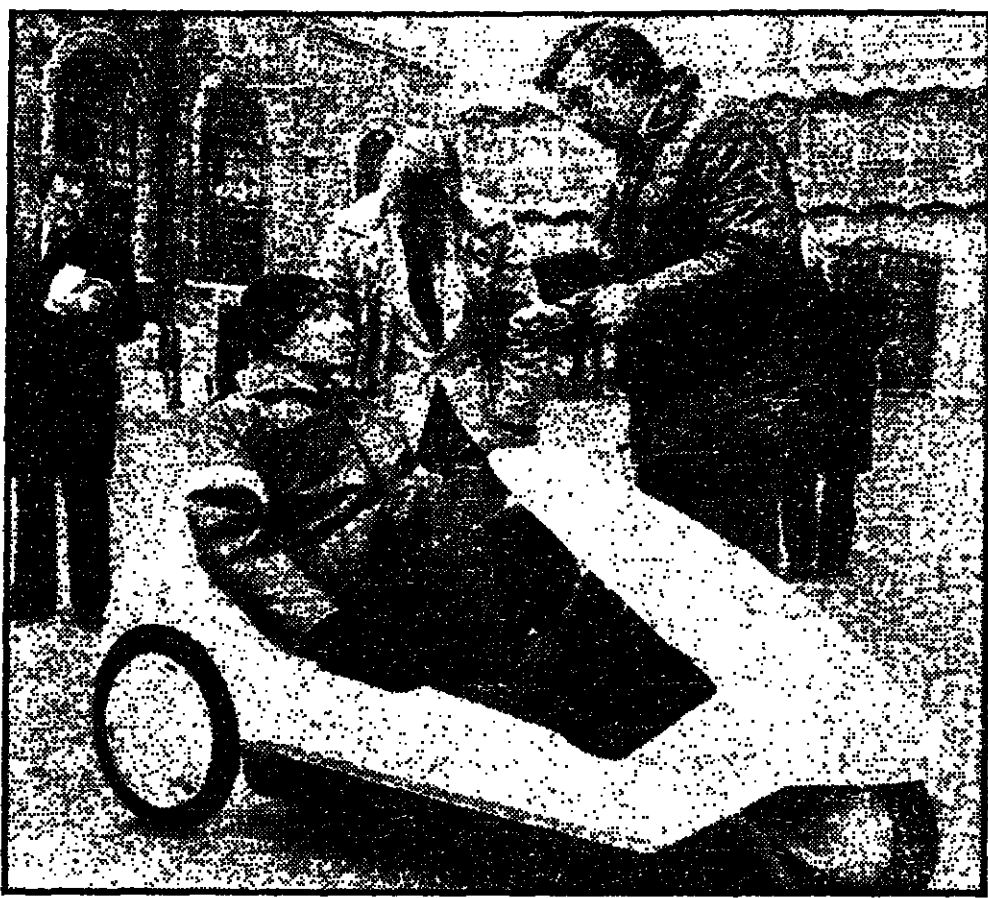
Mr Waddington has said the report is fundamentally flawed and the Labour Party has challenged the Government to a full parliamentary debate on the report.

### Chapel 'war' costs £500

The Ministry of Defence has paid £500 compensation after soldiers on exercise in mid-Wales damaged a chapel 1,000ft up in the mountains near the Powys village of Llanfark Caerllion.

Mr Idwal Griffiths, deacon of the Horeh Methodist chapel, complained that troops had broken into the building, smashed partitioning and burned furniture and hymn books.

The non-commissioned officer in charge of the patrol was disciplined following an investigation by military police, the MoD said.



Some of the road safety officers from five London boroughs who tested the Sinclair C5 tricycle at the Guildhall yesterday, and will make a report on it. Picture by Garry Weaser

### 'Push pull' trains to be altered after death crash inquiry

By Jean Stead

Trains, like the one which was derailed at Polmont on the Edinburgh-Glasgow line last July, must be made safer, according to the Transport Department inquiry report on the accident which killed 13 and seriously injured 44.

A £3 million investment in radio systems for train drivers and deflectors for trains to protect them against straying cattle starts next week in the light of the report.

An appeal to the public to keep away from railway lines was made by Mr Christopher Scott, the general manager of ScotRail. High-security fencing fitted the day after the crash was vandalised within 40 minutes, he said.

Major A. G. B. King said in his report, published yesterday, that because the BR board

wanted to adopt "push-pull" trains for future mainline services, the accident raised important matters of principle, particularly when speeds were over 100 mph.

Push-pull trains have just one locomotive, which is used to push the train from the rear when travelling in one direction, and to pull from the front in the other.

They are vulnerable when the engine is pushing because, in an accident, the front of the

train is lighter than the back and tends to be pushed up and over any obstruction, derailing the train.

British Rail is conducting an inquiry into the safety of push-pull trains at its Derby technical headquarters. They are used on the Waterloo-Bournemouth route as well as between Edinburgh and Glasgow. Plans to extend their use have been suspended until the result of the inquiry.

The report says the crash

was caused by the train's collision with a cow which had strayed on to the line through fencing at the West Quarter level crossing, where there was a history of damage caused by vandals to the fencing.

Major King recommends that the system of reporting damage to fencing between grazing lands and the high speed line should be reviewed.

In the 10 years to December, 1984, there were 1,098 collisions between animals and

trains, an average of about 100 a year. The collisions resulted in 24 derailments.

Major King said he considered the feasibility of increasing the weight on the engineless end of push-pull trains, but the most which could be achieved without building a new vehicle was an increase to 1 tonnes.

He recommended, therefore, that cow catchers be fitted to the leading vehicles on the Scottish push-pull trains.

### Emergency baby care plan set back five years

By Andrew Veitch, Medical Correspondent

The Government's drive to establish national standards of care for mothers and newborn babies was put back by five years yesterday.

Health regions are to be given 10 years — instead of the five promised by the Social Services Secretary, Mr Norman Fowler — to implement standards of care drawn up by the Department of Health's Maternity Services Advisory Committee and published yesterday.

The junior health minister, Mr John Patten, made it clear that the Government would provide no extra money to improve intensive care facilities described in yesterday's report as inadequate, unplanned and haphazard.

The committee says in its third and final report on maternity services: "Professionals are far from satisfied with the standard of care they are able to provide for very small or ill babies requiring long-term intensive care."

"Many regional centres are working under considerable strain with facilities which, in the view of the rising demand created by the pro-

spects of survival of more very small and ill babies."

Facilities in district hospitals, the report says, are often "unplanned and haphazard and insufficient to meet changing needs." Regional health authorities should assess local needs and determine a 10-year strategy to implement standards of care.

Mr Patten yesterday accepted the report and said all regions would be told to incorporate the committee's advice in their strategic plans. "We have laid down the standards. The next step is action," he said. But money would have to come from existing cash-limited budgets.

The Government first committed itself to minimum standards of maternity care in 1980. In 1982 Mr Fowler told the then director of the Spastics Society, Mr Tim Yeo, now a Conservative MP: "We see a period of five years as being a reasonable time in which or ill babies requiring long-term intensive care."

An independent report on intensive care provision for premature babies, drawn up by specialists for the Spastics Society, showed that about a third of babies needing inten-

sive care were turned away for lack of facilities.

Dr Harold Gamsu, of King's College hospital, London, a member of the maternity advisory committee, said yesterday: "We are turning away 12 to 15 babies a month. Some might be accepted by other intensive care units."

At University College hospital, London, Professor Osmond Reynolds last month reported turning away five to 10 premature babies each week. The Commons social services committee report last summer that 30 per cent of babies in London who needed intensive care could not be admitted to hospital.

The Government's failure to tackle the problem was condemned yesterday by seven charities concerned with post-natal health services, including Mencap, the Spastics Society, and the Maternity Alliance.

"The costs of severe handicap over one lifetime are estimated to be £500,000; the human costs are incalculable."

Maternity Care in Action, third report of the Maternity Services Advisory Committee. HMSO, price 95p.

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## HOME NEWS

## Money-go-round by telex for IRA kidnap booty

From Paul Johnson in Dublin

THE IRA money seized this week by the Irish Government was handed over to the paramilitaries in England, sent to the US and then transferred to the Republic two months ago, it emerged yesterday.

More than £1.75 million ended up in an account lodged in fictitious names in a branch of the Bank of Ireland in Navan, Co. Meath, a small industrial town to the north of Dublin.

It seems that Navan was chosen because of its loca-

tion just an hour from the border with the North.

Although businessmen in Navan said yesterday that the arrival of such a large amount of money would have set "alarm bells ringing", it is possible that the IRA believed that the account would not have created that much interest in a town which has several large companies and two American firms operating nearby.

It is now thought that the funds were not intended for the purchase of arms but were more likely to have been kept in the US, where most weapons consignments are

put together. Security forces in the North believe that the money was to finance the Republican political campaign in the province.

Despite the attempt of all those involved to keep information at a minimum, it is now clear that the money — the proceeds of "extortion under the threat of kidnap or murder" — was handed over in England.

From there, it was passed to the US, where it remained for some time before being sent to the Republic.

What has emerged is the degree of sophistication of the operation. The idea of

handed over at a drop-off point is crude and way off mark. The money crossed international frontiers and changed currency through telexed instructions.

The Irish police are believed to have known of the handover of the ransom. It then seems that activity in the US, where laws on the transfer of capital are strict, led to the discovery of the account in Navan.

Banks in the US are obliged to report large transfers out of the country and the IRA funds came to the attention of the US authorities in this way.

It was also revealed yesterday that US Customs officials have been in Ireland investigating this case with the Garda.

The money arrived in Navan about two months ago. It was kept under surveillance by police until it was decided that no more intelligence could be gleaned.

Police in the Republic have identified several people associated with the fund but no charges are likely because they are out of the country's jurisdiction. It is not thought that anyone inside the Republic or from

Northern Ireland has been directly connected with the cash.

The Bank of Ireland has refused to comment about the fund but it is known that it had no idea that the account was an IRA front.

Despite firm denials, the theory that the money was extorted by the IRA in connection with the Irish businessman Mr Don Tidy, is still in circulation.

Mr Tidy, aged 50, was kidnapped in November 1983 and held for 22 days by the IRA at a hideout close to the border with the North. His discovery by the security forces led to a shoot-out in

which a policeman and a soldier were killed.

The IRA had demanded a £5 million ransom for Mr Tidy's return but it was said at the time that it was not paid. Mr Tidy is a key employee of Gannaworth, a supermarket chain, which is a subsidiary of Associated British Foods. This company, through its chairman, Canadian millionaire Mr Galen Weston, has consistently denied that it has handed any extortion money to any organisation.

Mr Tidy is still under police protection in the Republic.

## Pyrrhic condoms win for coalition

From Joe Joyce in Dublin

The Irish Government's bill to make condoms available to anyone over 18 was passed by the Dail on Wednesday night, leaving in its wake arguments over church-state relations and internal rows in all the main political parties.

The Government's victory has cost it, at least nominally, its parliamentary majority but it has provided a filip to the Prime Minister, Dr Garret FitzGerald's leadership and his reputation as a social reformer.

Dr FitzGerald said his victory was important to North-South relations and to the ultimate unity of Ireland. "It has established the authority of Parliament against any form of pressure," he said.

Catholic bishops, who had vigorously opposed the bill, denied that the church had been defeated in its confrontation with the state. Archbishop Thomas Morris of Cashel said: "Bearing witness is never a question of defeat."

The sharp, three-week controversy has resulted, for the first time, in a clear division between church and state, with the state getting its way.

The insistence of some bishops that Catholic politicians must accept their teaching moved the argument away from public morality to one of who makes the laws.

All the main parties are now taking disciplinary action against members who defied three-line whips. The three-line whip by which the bill passed was provided by three leftwing deputies who normally oppose the Government and one Opposition dissident who abstained.

Three rightwing members of Dr FitzGerald's Fine Gael have now been expelled from the parliamentary group for voting against the measure. Two Labour Party members have lost the party whip and also face expulsion.

This has destroyed the Government's former majority of five. Coalition leaders cannot be confident of continued support from the defectors.

Mrs Alice Glenn, one of the Fine Gael defectors, said that she and her expelled colleagues would consider forming a separate group to hold the balance of power.

On the Opposition side, Mr Des O'Malley, also faces expulsion from Fianna Fail for abstaining. A former challenger for the leadership, Mr O'Malley lost the party whip last year when he disputed Mr Charles Haughey's narrow interpretation of the New Ireland Forum reports.

Mr O'Malley said his expulsion would be a vindictive move but he thought he would be expelled if Mr Haughey wanted him out.

## Belfast vies with Mediterranean for EEC aid

From Derek Brown in Brussels

A £788 million development plan for Belfast which was laid before the European Commission yesterday could be dashed if the Community concentrates its scarce regional and social aid funds on Mediterranean projects.

The Belfast plan seeks to integrate government, community, and private resources in a comprehensive improvement scheme.

The estimated cost includes £360 million of Government money already committed. The EEC has contributed around £80 million, and the Government has some hopes of further contributions towards the £170 million worth of measures which it has costed, but not yet included, in firm spending plans.

The remaining investment in the putative scheme worth around £228 million, is being sought from the private sector, mostly in the form of industrial, transport, and telecommunications development.

The plan was inspired by the EEC, which more than five years ago, in a bid to raise Belfast and Naples as the most deprived cities in the Community.

The Government's first attempt at a comprehensive development plan was rejected in 1981 as little more than a list of projects. Now the Northern Ireland Office, working closely with local authorities, has prepared a complex mass of related improvement schemes.

featuring much computerised planning of environmental, leisure, housing, and other improvements.

About half the £360 million already firmly committed will be spent on public sector housing. Road improvements will cost £38 million, water and sewage services £49 million, and training £20 million.

Mr Chris Patten, the Northern Ireland Office minister responsible for environment policy, stressed yesterday that this part of the scheme would go ahead irrespective of EEC aid.

The busy plan was handed over to the Regional Affairs Commissioner, Mr Ciriaco De Mita, who, as a Greek minister until last year, was involved in his Government's campaign to divert the main thrust of Community development policy away from northern Europe to the Mediterranean.

Since joining the Community in 1981, Greece has demanded a large share of the Community cake. Last December, the prime minister, Mr Andreas Papandreu, brought the EEC Dublin summit to a standstill by threatening to veto the entry of Spain and Portugal next year unless there was agreement on the multi-billion pound Integrated Mediterranean Programme of development spending.

Britain, with the support of most northern countries, insists that the Community cannot make more than a token start on the ambitious scheme, while Greece is holding out for a sweeping five-year programme.

## Bombing case defendant 'never been to London'

By Paul Keel

A Belfast man told an Old Bailey jury yesterday he had never been to London, where he is accused of murdering three people in Provisional IRA bomb attacks in 1981.

Thomas Quigley, aged 29, said that on October 10, 1981, when two passersby were killed by a car bomb explosion outside Chelsea Barracks, he went to his mother's birthday party in Belfast.

Quigley said that on the day Sir Stuart Pringle, commander of the Royal Marines, was seriously injured in a car bomb explosion in London, he was staying with his girlfriend, Geraldine, in Belfast.

He said he was at his girlfriend's home on the day that explosives expert Kenneth Howarth was killed while trying to defuse a bomb in an Oxford Street Winny bar.

Nor was he in London when explosions damaged the home of the Attorney General, Sir Michael Havers.

Quigley then gave his explanation of how his fingerprints came to be on items in an IRA bomb-making cache found in 1983 at Pangbourne, Oxfordshire.

He said that in the autumn of 1981 his elder brother Frankie was living across the Irish border in Dundalk and was wanted by the RUC for attacks on the army.

He went to see his brother and was alone in the house when a woman came to the door. "She told me she had a bag to get to Frankie," he said, adding she handed him a shoulder bag.

Quigley of Glenelagh Road, Belfast, and Paul Kavanagh, 28, of Cross Street, Belfast, deny between them 10 terrorist offences.

They deny murdering Mr North, 59, and Mr John Beckett, 18, in the Chelsea Barracks explosion, and deny murdering Mr Howarth and attempting to murder Sir Stuart Pringle.

They further deny causing an explosion at the home of Sir Michael Havers.

The trial continues on Monday.

## MoD faces rivals for church's base land

By Penny Chorlton

SEVERAL people have offered to buy Church of England land at the Molesworth estate in Leicestershire as an attempt to stop it being sold to the Ministry of Defence.

The Church is expected to sell 1.6 acres to the Ministry for an expected £2,400.

Although the base, in the diocese of Ely, is the oldest in the Peterborough diocese. The MoD contacted the diocesan Board of Finance in Peterborough requesting the land, shortly after a large force of police had troops removed peace protesters in a night operation on February 6.

Christian CND said yesterday that it understood the Bishop of Peterborough, the Right Rev. Bill Westwood, had been "inundated" with letters protesting against the sale. Several people had offered to top the modest £2,400 figure to save the land.

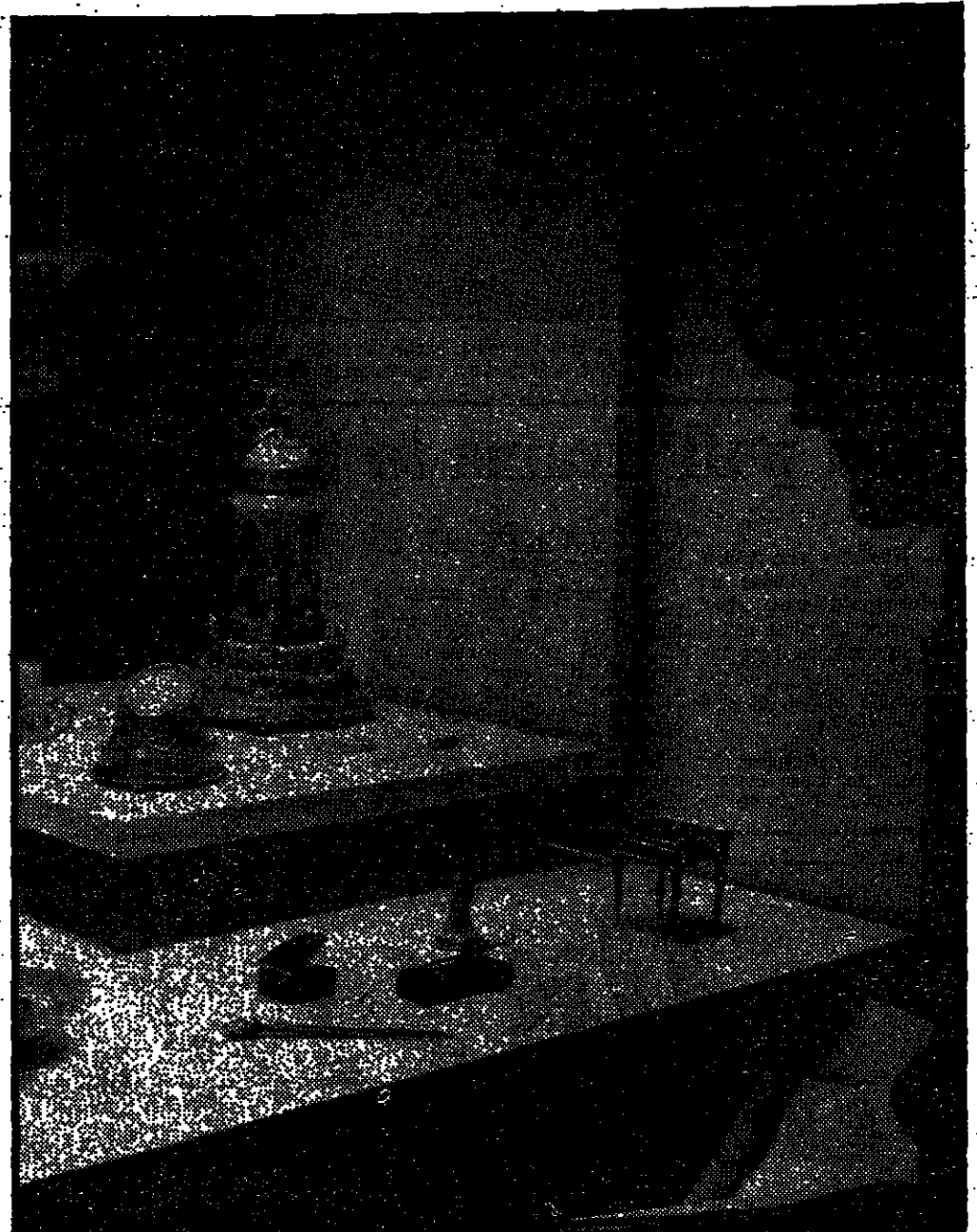
The objects acquired the land, near the peace chapel now inside the new barbed wire fence, they would attempt to delay the sale which the MoD would then attempt through a compulsory purchase order, said Christian CND.

The Suffragan Bishop of Huntingdon, the Right Rev. William Roe, who blessed the peace chapel at Molesworth, said last night: "I hope that the diocese of Peterborough will consider very carefully the implications of what they are doing."

Two Cambridge University deans and two members of Dominican Blackfriars community were released by Ministry of Defence police early yesterday, after 12 hours in custody. The four were among seven Christians who climbed over the fence at the American air base at Alconbury on Wednesday and held a short service.

Peace campaigners evicted from the Molesworth site were yesterday ordered by the High Court to leave the shores of Grafham Water in Cambridgeshire, where they have been camping since the eviction.

At a brief private hearing in London, Mr Justice Russell granted a possession order to the Anglian Water Authority, which owns the car park where the 100 protesters have set up camp.



A visitor examines part of the royal Fabergé collection at the Buckingham Palace. Queen's Gallery, which reopens to the public today. Items on display include clocks, birds, animals, cigarette cases and Easter eggs. Picture by E. Hamilton West.

## Late-night dentistry 'to beat budget rise'

By Penny Chorlton

Dentists were urged yesterday to hold late night surgeries to treat patients before April 1 when NHS charges are expected to rise by between 25 and 29 per cent.

The British Dental Association told its 16,500 members in a report called A Tax on Your Teeth, that such an increase would put back the quality of dental health.

"If this Government raises dental charges by even 25 per cent from April 1, we are in no doubt that the general dental service of the NHS, as we know it today, will no longer exist," concludes the report.

Mr David Watson James, chairman of the general services committee, said: "This damage will be most severe among the worse-off and worse-educated. The poor already have the poorest dental health."

"Dentistry is part of health care and generally NHS health care is free. That is why we believe that the proposed charge increases are wrong and discriminatory."

Check-ups will remain free, but for many it will be impossible to go ahead with dental repair because of the excessive charges, says the report.

Already, in the light of recent increases, many dentists report slack business and say that patients are cutting down on appointments and missing treatment because they cannot afford to pay.

## OECD economist will give Reith lectures

David Henderson

The 1985 BBC Reith lectures will be given by Mr David Henderson, head of the economics and statistics department in the Organisation for Economic Co-operation and Development (OECD).

He will be examining the relation between the economic ideas and policies of governments in his series of six lectures, beginning on BBC Radio 4 in November.

Mr Henderson is a former economist for the government in Whitehall and for the World Bank in Washington. He also taught economics at Oxford and at University College, London.

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## 3 houses saved by £25 m grant

By Donald Winterragill, Art Sales Correspondent

The Government is to give £25 million to save three stately homes.

They are Kedleston Hall, Derbyshire, a Robert Adam mansion with outstanding pictures and furniture; Nostell Priory, West Yorkshire, also by Adam, which has an incomparable collection of furniture by Thomas Chippendale; and Weston Park, Shropshire, a 17th-century house with a wealth of treasures.

All had been threatened by the owners' need to find money to pay capital transfer tax.

The money is being found through savings in various sections of the Environment Department, especially the new towns. It will be channelled through the National Heritage Memorial Fund.

Lord Montagu, chairman of English Heritage, said yesterday: "This shows the Government is aware of the importance of maintaining historic houses for the nation." He praised the Government's "far-sightedness."

Kedleston Hall was built for the first Lord Scarsdale in the second half of the 18th century.

The present Lord Scarsdale inherited the house, gardens, park and estate in 1977, along with a tax bill for about £2 million.

Negotiations over Kedleston have been going on for a long time, complicated by the fact that some of the heirs are minors.

The value of the house and main contents is perhaps £15 million. The National Trust would like to take over Kedleston, but would need an endowment of several million pounds. The house is one of the most important of its kind in Europe.

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## Waste dumping angers village

Toxic pit contents draining to sea beneath holiday centre. Report by Paul Brown

A toxic waste dump outside a Pontinus holiday centre which is designed to drain into the sea is causing concern over its effects on health. Efforts to get it closed have failed.

The dump, which takes six million gallons of toxic waste a year, is in an old quarry near Lowestoft. The waste is expected to soak into the soil, pass under the Pontinus holiday centre, and then after some years drain away into the sea.

Local people and the Waveney district council are seriously worried. It is not known how soon the toxic wastes will reach the beaches or how dangerous it will be. Researchers at Harwell and the British Geological Survey are studying the problem and hope to produce a report before the summer. A report by the local council is due for release in 1987.

Anglian Water Authority is advising people not to draw ground water from the area.

A doctor has expressed concern about the number of people at the Pontinus holiday centre he had to treat for respiratory illness when fumes could be smelt coming from the pit.

Mr James Brown, chairman of Gisleham parish council, claims the site may not have valid planning permission. He is supported by Mr James Prior, the MP for Waveney.

Suffolk county council say a planning permission granted in 1953 for disposal of household refuse, which lay dormant for 20 years, allows the site to be used for toxic waste.

Mr Prior, with the help of Mr Prior, has complained to the local government ombudsman about maladministration. His file is still being considered.

The file shows that Lowestoft borough council originally wanted the pit for domestic refuse but never took up the option. Instead, the area became a haven for wildlife.

In 1968, local councils realised they were short of refuse tipping space and the pit began to be used. By 1974 it had been taken over by Redman's refuse tip, now Cleanness Ltd, and planning application was made for access roads.

Domestic refuse then ceased to be dumped at the site and liquid toxic waste from East Anglia and as far away as Humberside is still being taken there. Despite the fact that there has been no general planning permission since 1953, Suffolk council granted a licence to dump toxic waste in 1977 and this was renewed by the Department of Environment in 1982.

Mr Brown said: "We have tried everything to get this dumping stopped. The people round here are fearful of what may happen when this waste seeps out. Will we see notices on the beach warning no one to go near the sea?"

Dr Roy Vining, a GP, said there was a "disgraceful and unsupportable" onus on people to prove the pit was dangerous.

As the duty doctor at Pontinus he had found that more campers than normal were suffering from respiratory illnesses. The prevailing wind was from the tip. In his view the pit was to blame.

Mr Desmond O'Neill, Waveney's environmental health officer, said the council was 100 per cent against the tip but was powerless to do anything. "There may be irreversible damage done," he said. "Air samples round the site have been taken, and toxic found, but not at danger levels."

Mr Prior said that use of tip for toxic waste dumping seemed a clear case of maladministration.

Mr Colin Palmer, waste disposal officer for Suffolk county council, said: "Extra boreholes were being dug to make sure where the waste was going and to try to find out what was happening to it."

Ms Ruth Roll for Cleanaway Ltd, said the company was keen to cooperate with studies to see what happened to the waste. "It did not believe that toxins from the site could have caused problems for holidaymakers."

James Brown, Lowestoft MP, said: "We have tried everything to get this dumping stopped. The people round here are fearful of what may happen when this waste seeps out. Will we see notices on the beach warning no one to go near the sea?"

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# Waste dumping angers village

Toxic pit contents draining to sea beneath holiday centre. Report by Paul Brown

These waste dump near the Porthilly holiday centre are designed to drain into the sea. The waste is causing an environmental problem. The dump, which takes in household refuse, is situated on a hillside overlooking the sea. The waste is causing an environmental problem. The dump, which takes in household refuse, is situated on a hillside overlooking the sea. The waste is causing an environmental problem.

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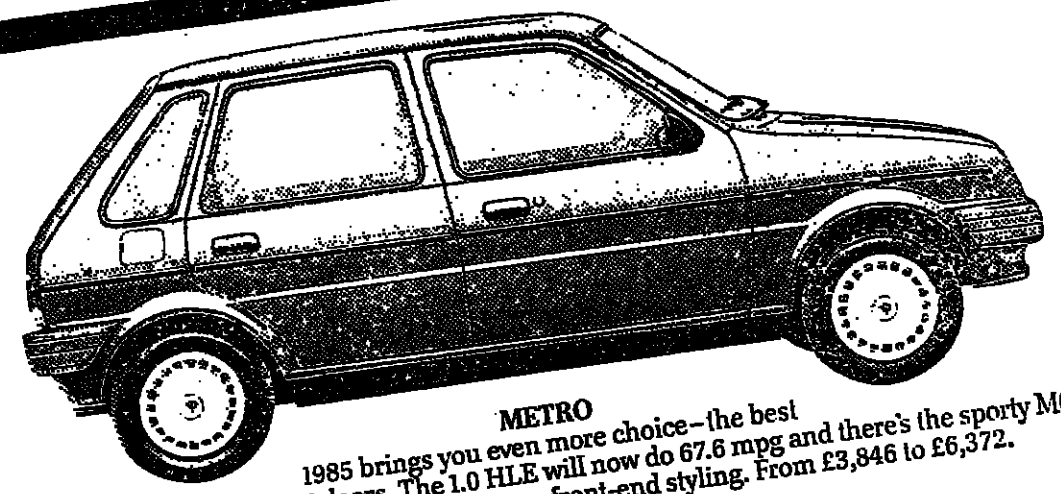
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AUSTIN ROVER

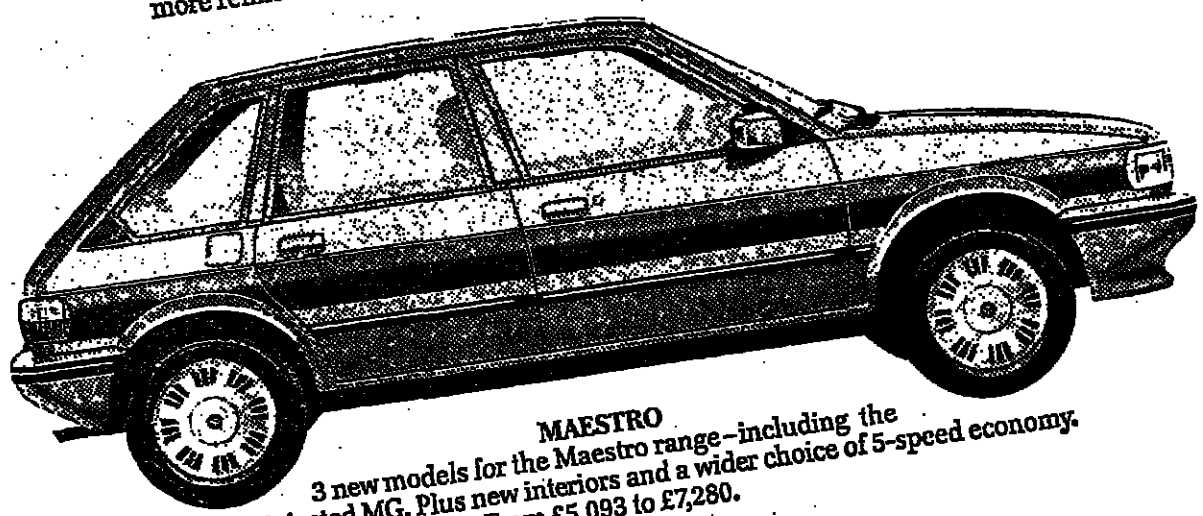
# Europe's most exciting cars for '85.



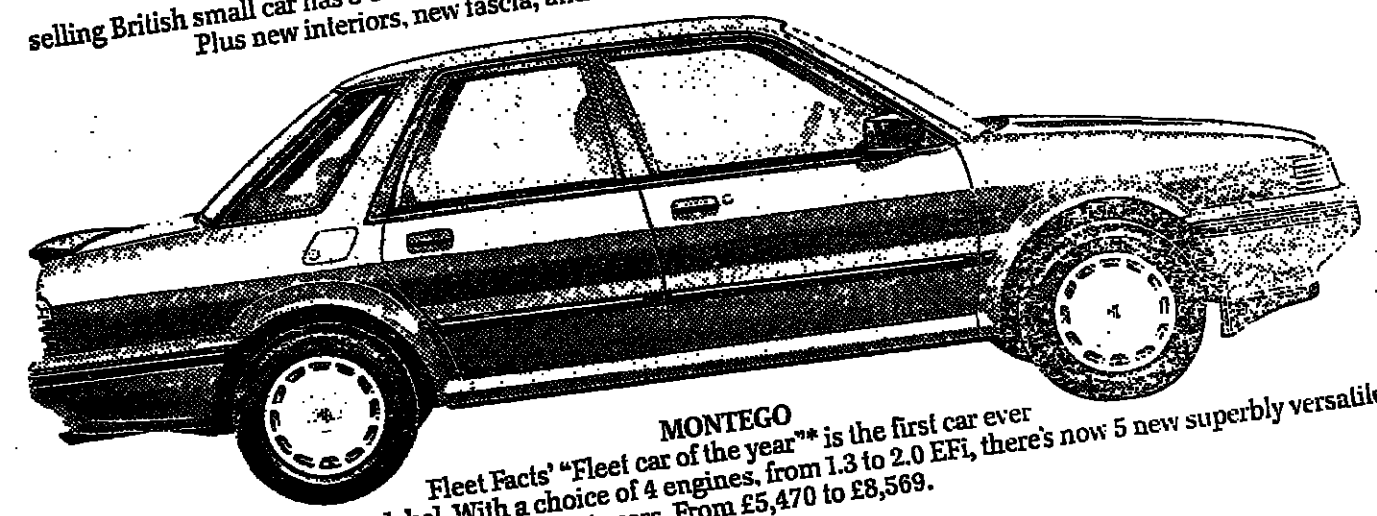
**MINI**  
Smart new wheels with front disc brakes, more refined interiors, and all the fun you can handle in Britain's best-loved small car. From £3,298 to £3,884.



**METRO**  
1985 brings you even more choice - the best selling British small car has 3 or 5 doors. The 1.0 HLE will now do 67.6 mpg and there's the sporty MG models. Plus new interiors, new fascia, and new front-end styling. From £3,846 to £6,372.



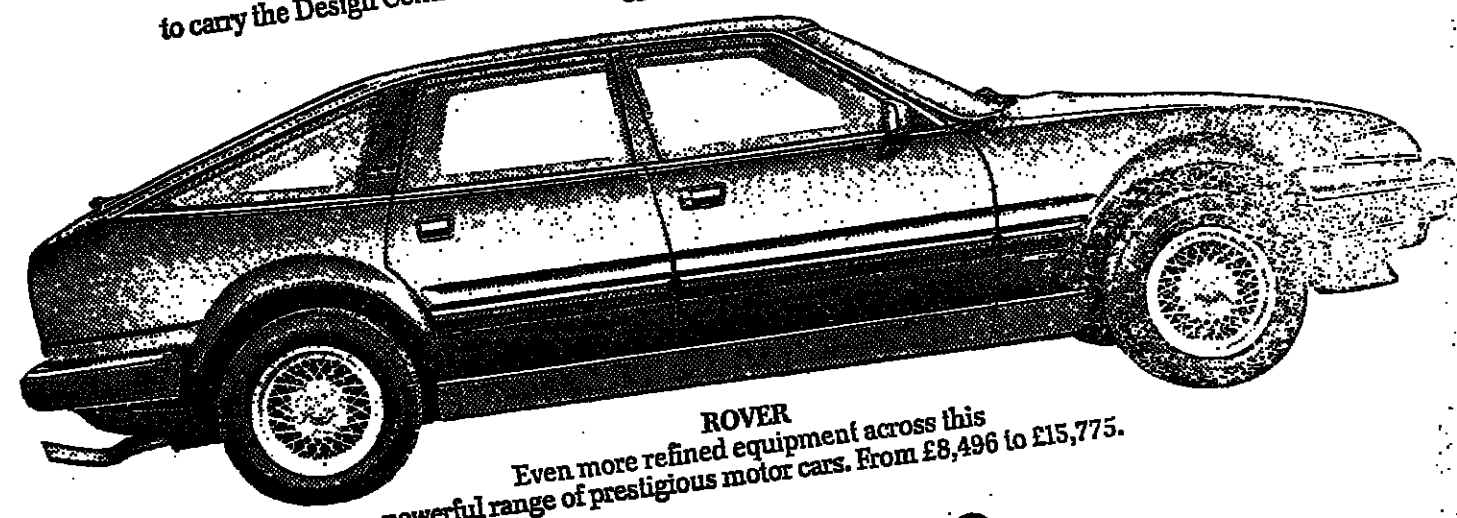
**MAESTRO**  
3 new models for the Maestro range - including the 2 litre fuel-injected MG. Plus new interiors and a wider choice of 5-speed economy. From £5,093 to £7,280.



**MONTIGO**  
Fleet Facts' "Fleet car of the year" is the first car ever to carry the Design Centre label. With a choice of 4 engines, from 1.3 to 2.0 EFI, there's now 5 new superbly versatile estate cars. From £5,470 to £8,569.



**ROVER 200 SERIES**  
These compact new Rovers bring a new dimension to the Rover breed. From £5,795 to £6,924.



**ROVER**  
Even more refined equipment across this powerful range of prestigious motor cars. From £8,496 to £15,775.

# Still dealing at '84 prices.

Not only are the new '85 models from Austin Rover the best ever, but they're still available at 1984 prices. And as if that wasn't value enough, we've given your local Austin Rover dealer the means to offer you massive savings and impressive part-exchange allowances even on these low low prices. But if you're looking for a new car, you'd better act now. We're only offering this dramatically improved all British-built range at these exceptional prices for a limited period. See your Austin Rover dealer now.



From Austin Rover

DOT Figs: Metro 1.0 HLE simulated urban cycle 48.1 mpg/5.9L per 100km. Constant 56 mph 67.6 mpg/4.3L per 100km. Constant 75 mph 46.4 mpg/6.1L per 100km. Maestro 1.3L (5 speed): simulated urban cycle 37.0 mpg/7.6L per 100 km. Constant 56 mph 56.2 mpg/4.9L per 100 km. Constant 75 mph 40.7 mpg/6.9L per 100 km. Prices correct at time of going to press excluding number plates and delivery. \*Fleet Facts December 1984.







# We're not the only ones opposing the two-class NHS limited drugs list

As you can see opposition to the DHSS proposal to blacklist many important medicines is formidable.

Doctors, heads of medical colleges, politicians, unions, patients, even the Standing Medical Advisory Committee whose job it is to advise the government on clinical matters have condemned the scheme.

The reasons are clear.

They range from the financial hardship that could be imposed immediately on NHS patients, especially the elderly, to the threat to the ability of UK drug research to find new and more effective medicines.

The government should respect the opinions of those who understand the damage that the limited list could impose on the community... and think again.



**Fighting for a healthier future.**  
The Association of the British Pharmaceutical Industry



## MONEY-SAVING PRESCRIPTION FOR DISCONT

### WARNING!

## Government can damage your health

IF YOU were ill would you go to your doctor for a cure, or to a senior civil servant at the Health Ministry? As a doctor, perhaps I am biased. But there is no doubt that I would choose the former.

Surely it is an indisputable fact that no one is more qualified to decide upon a suitable medicine on the basis of an individual's symptoms, circumstances and preferences than the family doctor.

Yet with all the pressures of an astonishingly high drug bill of some £1,400 million a year, Social Services Secretary Norman Fowler has proposed that it should be the government that decides a patient's future.

The method he has chosen is the so-called limited list — a set of named drugs which the family doctor must choose from for common medical problems ranging from digestive ailments to the treatment of many types of pain.

I was Health Minister for four years so I have a great respect for Norman Fowler and understand the need to save money — in this case the £100 million a year that would be paid for Britain's limited list of drugs.

The Government has a reputation for good health. It has increased spending from £7,000 million in 1979 to £17,000 million today. It has built 25

**By former Tory Health Minister Gerard Vaughan**



### LIMITED LIST Opposition from two royal colleges

THE Royal College of General Practitioners has urged the Government to drop its limited list plans and to seek a strategic policy for prescribing within the NHS based on the Greenfield report.

It says: "This is a time for looking forward, for a constructive partnership between government and profession rather than restriction and conflict."

The Royal College of Physicians says it has serious reservations about the proposal. It says the limited list is a "paradoxical" move which would be made to save money but would cost more in the long run.

Doctors, a difficult thing to do, but the best way of prescribing is to let the doctor choose the drug for the patient.

It is a pity that the Government is not listening to the doctors.

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## Medical college heads refuse to join drug talks

By Andrew Voth, Medical Correspondent  
The presidents of the medical colleges are to face a difficult task in the coming weeks. They will be asked to join a committee set up by the Government to advise on the limited list of drugs. The colleges have refused to join the committee.

## Doctor system on the way

OLDER PATIENTS will suffer most if the drugs that can be prescribed on the NHS are taken out of the list. Then, if the list is reduced to one of 400, you will not be able to obtain it on prescription.

## Hospital doctors slam the list

Hospitals currently operating limited lists feel that Norman Fowler's list is totally unrealistic. This week they began to discuss the impact on their work.

## Government's medical advisers oppose plan for limited drugs list

By Nicholas Timmins, Social Services Correspondent  
The Government's senior medical advisers have said that while they backed moves for economic and effective prescribing, the Government's plan to introduce a limited list of drugs was wrong.

### Tory drugs plan slammed

By HELEN BENNETT  
IN ONE of the broadest anti-Tory alliances yet forged, the medical profession and the pharmaceutical industry are working closely together to oppose the Government's plan for prescribing drugs.

## A prescription to make Britain's poor suffer

Sir, About 25 years ago I wrote to the Guardian describing the period between the diagnosis of inoperable cancer of the lung caused by cigarettes and the death of my patient nine months later.

### LIMITED LIST CONTROVERSY

## Local medical committees hit

Feeling among local medical committees is running strongly against the Government's proposals. Many committees have already met and have fully backed the proposal made by the general medical services committee.

The following are among those committees which have already met.

Lancashire LMC, which met last week, was unanimously opposed to the proposal. Members said it was wrong that no consultation had taken place.

The meeting decided to write to the GMC objecting to the proposal in principle and calling for immediate consultations.

In Cheshire the LMC passed two resolutions, one protesting about the lack of consultation and the other declaring that there should be no agreement to the proposed restrictions until proper consultation and mutual agreement between GPs and the Government had been reached.

## Rebel Tories put Fowler on spot over drugs p

REBEL TORY MPs have challenged Health Secretary Norman Fowler to justify his proposed restriction on the number of drugs available on the NHS.

The group, led by MP Ann Winterton, dispute the minister's figure of 17,000 products prescribable on the NHS.

They also attack the minister's claim that the NHS spends less on drugs than other countries.

They suggest other factors for the rise in drug costs.

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## Two-tier medicine puts NHS principles at risk

MADEIRA SHARP (Leeds, January 21) rightly highlights the two-tier medicine which will result from the new limited list of drugs for prescriptions.

In fact this is the latest of a series of attacks on the principles of the NHS.

But take a case close to home — juvenile-onset diabetes.

The hospital I attend supports a quarter of my medical students who are diabetic patients with long-standing diabetes.

Such financial penalties to patients, which must mean that many people have to get by on second-hand goods, are a double-edged sword.

NHS. There is a crying need to have publicity and a concerted campaign to rescue our health service.

SALLY HAZELTON  
London NW6

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London NW6

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London NW6



Transport difficulties hamper delivery to starving Africans

## EEC passes target for emergency famine aid

From Derek Brown in Brussels

The European Community has already exceeded its target for 1985 emergency food aid sent or promised to famine regions of Africa.

At their Dublin summit in December, EEC government leaders pledged 1.2 million tonnes of aid before the end of 1985. Yesterday, officials met here to review progress by the Community itself, and the 10 member states, and found that 1.219 million tonnes had already been sent, or would be on the way by the autumn.

But, a British aid expert warned that transport and other shortages were still causing enormous problems in getting the food to millions of starving people. Even with aid pouring into Africa, estimates of needs had to be constantly revised. "We are aiming at a moving target," he said.

The meeting, the third since November arranged by the EEC Commission, was dominated by the continuing problem of distributing food aid once it arrives in Africa. "There was general agreement that the transport effort has to be stepped up," one official said.

The meeting heard of French plans to set up an airlift from the West African coast to carry urgently needed food to Niger and Chad, thus bypassing the desperate shortage of lorries and passable roads. Germany and Italy have between them sent more than 400 lorries to Ethiopia.

Britain has given machinery and vehicles to improve cargo handling facilities in the Ethiopian port of Assab, and proposes to give similar help to Port Sudan.

The centre of the famine crisis is shifting from Ethiopia to the Sudan, where there are said to be 4.5 million people (out of 19.5 million) suffering from severe food shortages.

The community effort to help, according to officials here, being hampered by a dispute with the Sudanese government about methods of distribution.

Unlike other recipient countries, the Sudan has no official organisation to handle food aid shipments. They are distributed by voluntary agencies or by private traders. The EEC Commission is deeply unhappy about handling over supplies to traders without proper supervision.

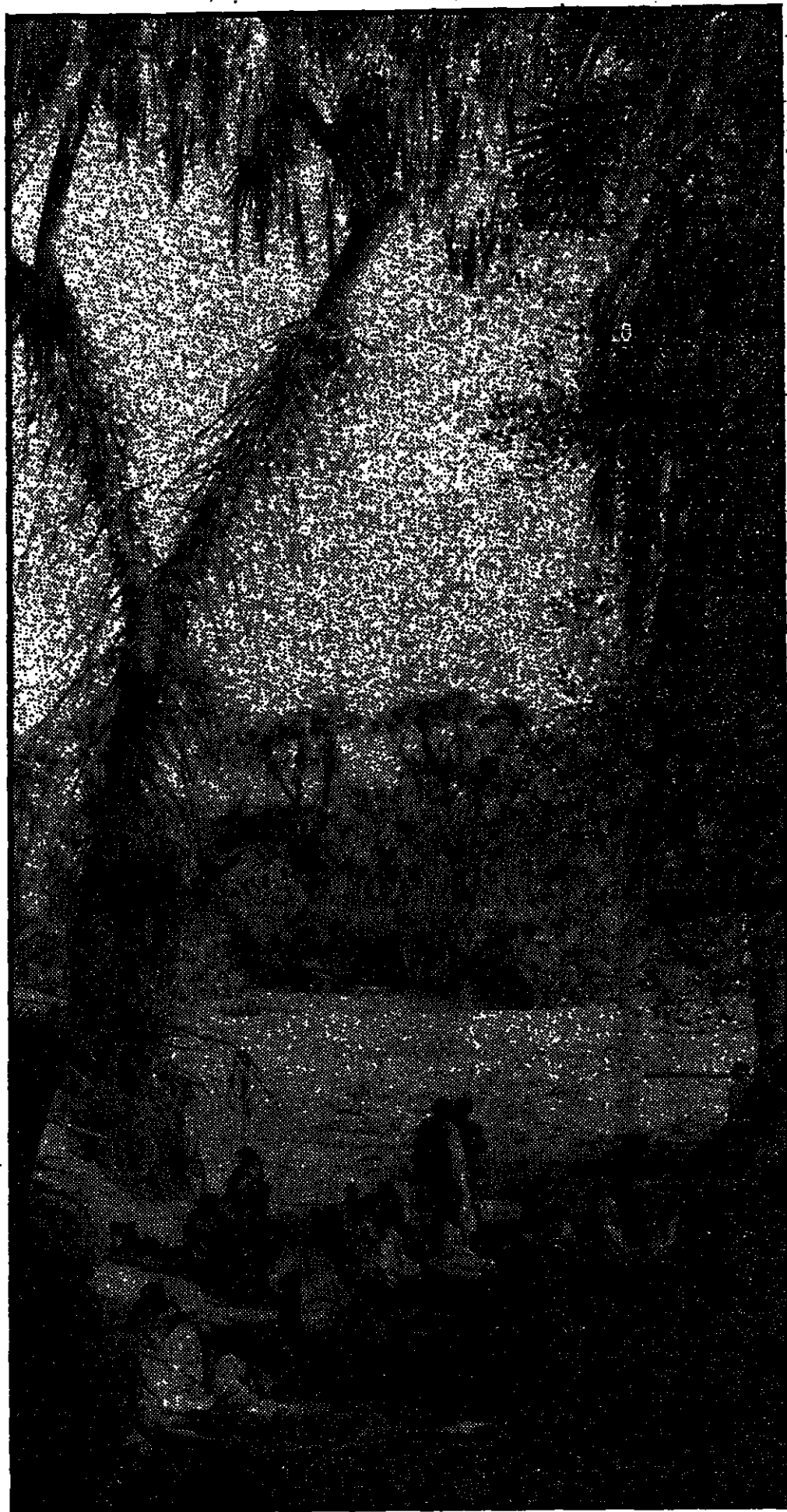
Officials here are anxious to avoid any overt criticism which might provoke Sudanese reaction, and perhaps delay aid further. The country is said by international agencies to need at least one million tonnes of food this year to prevent mass starvation.

Of the 1.219 million tonnes of aid sent or on its way to Africa from the EEC, some 707,000 tonnes has been given by the Community itself, and 512,000 tonnes in bilateral aid from the 10 member states.

Ethiopia has received the biggest allocation, of 280,000 tonnes, followed by the Sudan (150,000 tonnes), Mozambique (103,000 tonnes), Niger (79,000 tonnes), Mali (70,000 tonnes), Chad (68,000 tonnes), and Mauritania (56,000 tonnes). Another 12 countries in Africa have between them been allocated a further 235,000 tonnes.

Commission officials are becoming increasingly irritated by criticism of their alleged slow response to the African famine, most recently by the British Conservative MP, Mr Anthony Karshaw, who accused the Community of "bureaucratic arthritis".

Officials point out that the Dublin declaration included radically streamlined powers and more than £100 million of funds, which allowed them to bypass the normal cumbersome procedures to withdraw large quantities of surplus stock rapidly from the EEC food mountains. Those powers are still available, although with many African states there are said to be 4.5 million people (out of 19.5 million) suffering from severe food shortages.



Ethiopian refugees pause for rest on their long trek to the Sudan. Picture: Herbie Knott

## W. Sudan faces catastrophe as food runs out

From Nick Cater in Khartoum

Western Sudan, where a million people are running out of food, is on the edge of catastrophe.

Mr Nicholas Weiner, Oxfam's head in Sudan, who has just toured drought-affected areas in Darfur province, said yesterday: "The whole region is about to collapse. We are only at the beginning of a long-term disaster — the present situation is turning into a catastrophe."

He expects hundreds of thousands of people to join those already moving south in search of food and water as their wells dry up and their last stores of grain run out, after several years of poor harvest culminating in almost total crop failure last year. "Every town and village in south Darfur has a migrant population living nearby. Many of those people are living on berries and grass seeds. In a month they will have nothing except free local handouts — the crunch will come at the end of March."

He said that those with cattle, goats, and camels were already using the grazing in

south Darfur reserved for the end of the dry season in May. "When May comes there will be nothing left."

The movement south could well be matched by people heading north from the south-east region of Bahr el Ghazal, which is also badly affected by drought.

USAID has already started a trucking operation to bring hundreds of thousands of tonnes of grain into Darfur from Port Sudan. Mr Weiner said, but it was not reaching the displaced people because local councils had the responsibility to feed first the people registered as living in their area.

He said: "This is not just a famine we are looking at — it is severe resource depletion and environmental collapse. As land yields have fallen, people have cut down more trees to get the same size crop from a larger acreage. Trees are also being used as fuel."

The soil is being stripped and the land wrecked. This has been taking place at an unprecedented rate in recent years — the people in the west have been building a desert."

## Zimbabwe farmers rejoice in the rain

From Glenn Frankel in Harare

The 3-year-old drought, that halved food production and crippled national economies in this region, appears to be lifting for Zimbabwe and some of its southern Africa neighbours.

Two months of steady, drenching rainfall has doused parched farmlands and filled to capacity two-thirds of the country's reservoirs, setting the stage for what agricultural officials cautiously predict may be one of Zimbabwe's best food crop years ever.

"Another dry season would have been a terrible disaster," the president of the Commercial Farmers Union, Mr John Laurie, said. "We need six more weeks of good weather but so far the season has been excellent and the recovery in some sectors has been almost miraculous."

"We are expecting a bumper crop throughout the whole country," the vice-president of the National Farmers Association of Zimbabwe, Mr Silas Hungwe, said.

According to the UN Food and Agriculture Organisation

rain has also fallen in sufficient quantities in Malawi, Swaziland, Angola, Zambia and parts of Mozambique. Nonetheless, because harvests are not due for several months, the latter three countries and Zimbabwe remain on the FAO's list of 23 African countries most seriously affected by drought.

In Washington, a meteorologist, Mr Douglas Le Comte of the National Oceanographic and Atmospheric Association, confirmed that there has been heavy rain in those countries, adding: "You could almost say the drought is over in southern Africa."

Although there have also been scattered rains in Central Africa, analysts say that the forecast for the rest of the continent, including Ethiopia, is still in doubt.

South Africa has not been as lucky as some of its black-ruled neighbours, although good rains since January 15 have prevented a repetition of last year's economic disaster when the country was forced to import nearly 3 million tons of corn. — Washington Post

## NEWS IN BRIEF

### 'Useful' talks on Mideast

THE Reagan Administration said yesterday that the two days of US-Soviet talks on the Middle East this week had been "useful in clarifying each side's policies and positions."

US officials said that during the Vienna talks, which have now ended, the Soviet side raised the idea of an international conference on the Arab-Israeli conflict, a suggestion the officials called "a dead-end approach."

Both the US and Israel oppose such a conference, which would bring the Soviet Union into the Middle East negotiating picture. — Reuters

### Off key

TWO young West German computer buffs claimed, in Bern yesterday, that they had generated the Swiss network of civil defence information with a personal computer, to prove "Swiss security had as many holes as Swiss cheese." But, the head of the date processing centre, they claim to have penetrated the information they gleaned was not classified and the Government had even recommended that it be provided on billboards. — Reuters

### Rebels routed

PERUVIAN troops killed 70 guerrillas and wounded 30 in three surprise raids which marked their greatest success so far against Maoist subversion, police said yesterday. They said troops backed by helicopters, gunships, and planes attacked three bases of the Sendero Luminoso guerrilla group in remote Amazon regions on Sunday and Monday. — Reuters

### Peron quits

MARIA Estela Martinez de Peron has resigned as president of Argentina, ending the Peronist Party's posthumous rule since the death of her husband, the party founder, Juan Peron, in 1974. Jose Maria Videla, acting president of one of two branches of the party, said she would step down on February 24, after the party split into two separate branches in a leadership dispute. — Reuters

### Passport ring

BRITISH police have asked for Interpol's help to break up an organisation supplying false British passports to East German spies, businessmen and work permits in EEC countries. A Copenhagen court heard yesterday during the arrangement of 36 Hussein Bukhari, aged 35, who admitted living in Denmark since 1982 on a false passport. — AP

### Model union

FRENCH fashion models have formed a trade union to fight exploitation. Servane Cherouat, founding president of the union, said in Paris yesterday that, although models could command fees upwards of £100 a day plus expenses, others had little legal protection against unscrupulous agencies. — Reuters

### Rich stuffing

EGYPTIAN customs authorities have seized a chicken worth nearly £10,000. It was an ordinary cooked chicken, but it was stuffed with £12,000 (Egyptian) that a peasant woman allegedly was trying to smuggle out of the country. Egyptian law forbids the export of local currency. — AP

### Mother dies

BETSY SNEYTH, who made medical history last year when she became the first heart transplant patient to have a baby, died last night, aged 34, in the hospital at the University of California at San Diego. She apparently died of cardiac arrest. — Reuters

### Publisher shot

GUNMEN shot dead the publisher of a rightwing opposition newspaper in the centre of Athens yesterday. A clandestine leftwing group, Revolutionary Organisation November 17, claimed responsibility for killing Nicos Momferatos, publisher of Apoghevmatini. — Reuters

### Arab satellite

THE Arab world's first communications satellite has been put into its final orbit and started test transmissions, its French builders, Aerospatiale, said yesterday. ArabSat-1 was fixed in a geostationary orbit above Zaire four days ago. — Reuters

### Spanish visit

THE Prime Minister of Cape Verde, Mr Pedro Fries, began an official visit to Spain yesterday during which he is expected to agree to take Baseco guerrilla leaders deported from France in return for agricultural development aid. — Reuters

## Thais show evidence of gas attack

Bangkok: Senior Thai army officers yesterday displayed what they said was evidence that Vietnam had used poison — Kampuchean guerrillas, a practice one of them described as a crime against humanity.

Thailand said on Tuesday that Vietnam fired shells carrying toxic chemicals along the Thai border with Kampuchea and four of them landed on Thai territory.

It lodged a protest with the UN, but Vietnam dismissed the Thai allegations as slander. Major-General Naruodol Dej-pradit told a press conference yesterday that use of poison gas was illegal. "It is a very cruel weapon, but the Vietnamese are using it against Kampucheans," he said.

Army officials showed reporters photographs of a shell which they said contained toxic chemicals fired by Vietnamese troops. They also issued the results of tests described as indicating the presence of toxic chemicals.

General Naruodol said 12 Kampuchean civilians were affected by the chemicals earlier this month, but no deaths had been reported.

Hanoi's forces launched a dry season offensive last November and have captured key guerrilla bases along the border in a series of attacks.

China has claimed that Vietnam has been shelling its border areas and that the attacks showed up the emptiness of Hanoi's promises to observe a ceasefire during the lunar new year holiday. Peking radio said yesterday that Chinese troops counter-attacked on several occasions after Vietnamese artillery had killed or wounded people in Yunnan province on Wednesday and yesterday.

Tension has mounted during the past month as Hanoi's troops pushed Chinese-backed Kampuchean guerrillas out of their bases along the Thai-Kampuchean border. — Reuters

## Guerrilla claim denied by India

New Delhi: India yesterday denied charges by President Junius Jayewardene, of Sri Lanka, that Tamil guerrillas fighting for a separate state in his country were trained in camps in south India.

An External Affairs Ministry spokesman said that Mr Bernard Tilakaratne, Sri Lanka's High Commissioner in New Delhi, had been summoned to hear India's feelings over the issue. — Reuters

## Pakistan poll turns into 'wheeler-dealer' contest

Former insurance agent emerges as cult figure among frustrated political intelligentsia

From Eric Silver in Islamabad

MIAN MUHAMMAD KIRLA makes no bones about it. "I am power-hungry," he says. "All the candidates contesting these elections are power-hungry, but they tell a lie. They never acknowledge that they are power-hungry. I do. I admit it."

Mr Kirla was sitting in his campaign headquarters, a bare, pastel-painted room off a backyard in the old city of Lahore, where he is fighting for provincial assembly seat in Monday's elections. Dozens of supporters were present, bearing sweet tea, gale with boiled milk and cakes iced in lurid pink and green from the bakery at the end of the alley.

Mr Kirla, a tall, slow, lapsed insurance agent in his mid-50s with an eagle's nose and grey fur cap, has become a cult figure among the frustrated political intelligentsia, whose party alliances exclude them from the public life of their country. They applaud him as a satirist, a mountebank, the only candidate ready to shout that the President has no clothes.

The facts, like the man, are more prosaic. "I am not making a mockery," Mr Kirla insisted, "I'm just telling the truth."

All the same, he has put his finger on it. The elections, national no less than provincial, are being fought without parties, without leaders, and without issues. If they are not about power — the government will not yield that easily — they are about influence, wheeling and dealing in every town and every village.

Mr Kirla has his backers, including a businessman who had contributed 30,000 rupees (£1,760) to his campaign.

His own tally up to yesterday morning was 369 (164 in Punjab, 108 in Sind and 97 in the North-West Frontier province).

Later however, the Karachi police spokesman, Mr Hamid Ali Khan, told reporters there that more than 650 had been rounded up in the Sind capital alone in the past four days. If Mr Sethi's figures for Punjab and the frontier are added to these, the total comes to 911.

The police spokesman said that most of those arrested had been picked up under "preventive measures in view of the elections." The official

figures are the second highest for political detentions in President Zia-ul-Haq's eight-year rule. Nearly 5,000 were admitted to have been held during three months of anti-government agitation in Sind in 1983.

The only front-rank opposition leader still able to answer his telephone, retired Air Marshal Asghar Khan, condemned the arrests last night. "This is a continuation of the fraud the Government perpetrated in the referendum (on December 19) and makes a mockery of this so-called election," he said from his home in North-West Frontier province.

"It is a form of rigging. It is blatant and renders the whole exercise meaningless. The restrictions suggest that the Government have no confidence in themselves, and they feel the people will reject them. I'm sure they will."

The air marshal, founder of the banned Tehrik Istiqal Party, was expelled from Karachi two days ago, but is not under strict house arrest. His home in Abbottabad is still under close surveillance from the security services. He is planning to address a public meeting today, but is unlikely to be allowed to do so.

MPs won't be able to discuss the budget, defence or foreign policy. These matters will be decided elsewhere. The assembly won't be able to talk about nationalisation, or denationalisation. The assembly will have no practical significance."

President Zia-ul-Haq's reluctance to announce the promised constitutional changes has increased the public indifference. As well as the powers of the assembly, the voters do not know yet who will choose the prime minister or what his relations will be with the President and the army.

In the absence of party volunteers, candidates are having to hire workers and buy publicity. No one be-

lieves that any of them will keep within the 40,000-rupee limit imposed by the Government. Processions and mass meetings — the traditional core of Pakistani elections — are banned.

General Zia has said that he will be content with a turnout of between 40 and 45 per cent, but most independent observers believe he will be lucky if 20 per cent cast their ballots. It is a measure of the President's concern that hundreds of opposition leaders have been detained for advocating a boycott.

The Government's credibility is on trial in a courtroom of its own choice, and turnout is all.



Pakistani marchers arrested in Karachi during an opposition demonstration last year

## Zia's round-up of political opponents continues

From Eric Silver in Islamabad

More than 900 opposition leaders, party activists and "suspected troublemakers" have been arrested, just four days before Pakistan's general elections.

Opposition spokesmen and the Karachi press suggested that the true figure was much higher. The Daily News, claimed that 1,500 were behind bars in the southern province of Sind alone.

The chief government spokesman to Islamabad, Mr Yunus Sethi, dismissed this estimate as "grossly exaggerated."

Later however, the Karachi police spokesman, Mr Hamid Ali Khan, told reporters there that more than 650 had been rounded up in the Sind capital alone in the past four days. If Mr Sethi's figures for Punjab and the frontier are added to these, the total comes to 911.

The police spokesman said that most of those arrested had been picked up under "preventive measures in view of the elections." The official

figures are the second highest for political detentions in President Zia-ul-Haq's eight-year rule. Nearly 5,000 were admitted to have been held during three months of anti-government agitation in Sind in 1983.

The only front-rank opposition leader still able to answer his telephone, retired Air Marshal Asghar Khan, condemned the arrests last night. "This is a continuation of the fraud the Government perpetrated in the referendum (on December 19) and makes a mockery of this so-called election," he said from his home in North-West Frontier province.

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Opposition leader Miss Benazir Bhutto has called on General Zia to step down or face a mass boycott of the elections next week. She said yesterday there could be no political solution in the country while General Zia was in power and warned him that continuation of martial law could lead to the disintegration of Pakistan. Miss Bhutto, daughter and political heir of executed Prime Minister Zulfikar Ali Bhutto and now acting leader of his Pakistan Peoples Party (PPP), said that 80 per cent of people would boycott the polls.

Mr Fiaz's position is regularly described here as isolated and delicate. A series of incidents has inflamed tempers and hardened attitudes among the rival groups in New Caledonia. After the picnic at Tilo the pre-independence FLNKS began trying with the idea of a campaign of "economic destabilisation."

## Caledonia policeman is recalled

From Campbell Page in Paris

A POLICE captain is being recalled to France after five white extremists are being expelled after the latest troubles in New Caledonia over the issue of independence. The expulsions are the first since the state of emergency was declared on January 12.

However, the five extremists have said they would ignore the expulsion order.

Last weekend, 11 native Kanaks were injured in an incident, known as the picnic at Tilo. Despite its title the Sunday excursion was bound to be provocative.

The rightwing, anti-independence Caledonian Front ignored instructions from President Mitterrand's special envoy, Mr Edgar Pisani, who organised a jaunt to the nickel-mining town of Tilo in a solidly Kanak area.

After some delay, police lifted a roadblock to allow the picnicmakers to reach their destination and then turned on a gathering of Kanaks.

Mr Pisani has asked the Minister of Defence to recall Captain Jean-Yves Saffray, who was in charge of the police in the Tilo area.

He has also ordered the expulsion by midnight Monday of the president of the Caledonian Front, Mr Claude Sarran, of the two vice-presidents of the organisation and the wife of one of them, and a fifth person, Mr Emile Lebaray, who is not a member of the front, but president of the French Parachute Regiment Old Comrades Association.

Mr Sarran says he and his supporters will use every legal procedure to thwart Mr Pisani's decision. Mr Lebaray signed his expulsion order with a cross and listed all the medals which he had earned in Indo-China and Algeria. A vice president of the Caledonian Front said: "Our greatest crime is the defence of French Caledonia."

The Minister of Defence, Mr Charles Hernu, has decided to send a major-general to the island to investigate last weekend's events and Mr Pisani has re-installed a curfew in Tilo from 7 pm daily.

Mr Fiaz's position is regularly described here as isolated and delicate. A series of incidents has inflamed tempers and hardened attitudes among the rival groups in New Caledonia.

After the picnic at Tilo the pre-independence FLNKS began trying with the idea of a campaign of "economic destabilisation."



## When the Shi'ite rose-water welcome turned to violence

From Jonathan Randall in Beirut, Lebanon  
FROM THIS "resistance" forces of southern Lebanon, a Shi'ite Muslim leader described a seven-square-mile triangle comprising five villages north-east of Tyre. Amal guerrillas are attacking and killing an increasing number of Israeli troops.

Before the Israeli invasion of June, 1982, these villages and their 15,000 residents were in the forefront of the fight against the Palestinian guerrillas who occupied southern Lebanon. They greeted the Israelis with the traditional welcome of rose water and rice.

But as Amal's top leader, Mr Nabih Berri, predicted a month later, unless the Israelis left Lebanon, they would face a Shi'ite opposition "100 times worse than the Palestinians."

At first, the Shi'ite resistance was passive, boycotting Israeli products, isolating Israeli agents, preventing their own young men from joining Israeli-backed militias.

The turning point came last June, according to Mr Daoud Daoud, an Amal resistance leader here, when plainclothes Israeli secret police shot and killed three Amal cadres in separate incidents.

"You either join us or be killed," Mr Daoud said.

As Mr Daoud sees it, the Israeli had set off the time-tested cycle of violence and counter-violence, a formula that could only favour the Lebanese.

Starting in midsummer, attacks against Israeli troops, previously centred around



June, 1982, and the Israelis invade: the occupation forces banished the Palestinians, but provoked a new, perhaps more dangerous enemy

Sidon and Nabatiyeh, north of the Litani river, moved south to this area.

The resistance has increased since Saturday, when the Israelis carried out the first of three promised withdrawals. The Amal campaign is distinct from that of the pro-Iranian Hezbollah fundamentalists, whose slow of force in Sidon on Monday was sternly condemned by Mr Berri.

The latest blows and counterblows in the cycle of violence centred on Bazuriye, four miles south of here, where an Israeli major and sergeant were killed by roadside explosions earlier this week. On Wednesday morning, Israeli forces responded by sending 20 armoured personnel carriers into the vil-

lage, in line with calls at home for a new "get tough" policy to limit casualties here.

What took place there is in dispute. As has happened before, widely differing versions were issued by the Israeli military and the UN peacekeeping force whose French contingent was present in the village.

The Israelis said that two armed men were killed while attempting to escape, a third was captured and AK-47 assault rifles and rocket-propelled grenades were confiscated from them.

UN spokesmen said, that the Israelis rounded up about 200 men for questioning and bulldozed a house. Later a man was found dead just outside the village with

three bullets in the head and three men were wounded, one seriously. The spokesman said that the Israelis, unusually, had denied a UN request to send a medical evacuation helicopter for the wounded villagers, who were later taken by ambulance to the UN hospital in Naqoura on the Mediterranean coast.

Nothing that happened in Bazuriye surprised Mr Daoud. He, fellow leaders and many other Lebanese from this part of southern Lebanon say they know about the Israelis. They repeat stories of allegedly unprovoked shootings by Israeli soldiers—stories which, though unverified and denied by Israeli officials, are widely believed here.

They say they are con-

vinced that the Israelis are nervous, scared, spread too thinly to exercise effective control and determined not to join the more than 600 Israeli soldiers who have died in Lebanon since the 1982 invasion.

Mr Daoud said the Israelis should be aware that the resistance was "no summer cloud which would go away." Last week, for example, Israeli troops came once again to this hill town 20 minutes by taxi from Tyre. According to Dr Ali Jabber, "They put police dogs in the mosque and the hussineyeh, or adjacent meeting hall, and played disco music over the mosque loudspeaker system." Dogs are considered unclean by many Arabs.

They tore pages from the

Koran," he said, pointing to loose sheets now carefully stacked in a corner of the mosque, "and robbed the collection box for the poor."

"They also ransacked my surgery," he added. "And look at my new window," he said, pointing to an enormous hole in its outside wall. "And they even stole the boy scouts' musical instruments."

Across the main square, the outside wall of the secondary school was smashed by a bulldozer, as were two cars, he noted. The windows of the classroom doors were broken. Down in the courtyard where the doctor said the soldiers herded the villagers together for in-

terrogation, the name Ali Kharis was written in red ink on a wall.

"Abu Ghazala," as the Israeli secret police chief in Tyre is called, "asked us to kill Kharis ourselves or say where he lived," the doctor recalled. "But we all said, 'we are Ali Kharis'."

The Israelis also shot and killed a farmer, Ali Ma'az, who wandered into the village from his fields apparently unaware of the Israeli order to gather in the schoolyard, the doctor added.

Listening to Mr Daoud, a former physics teacher, didactically explain how the villagers of Bedias, Burj Rahhal, Maarakah, Yaura and Yanouh came to form the nucleus of the southern resistance is like hearing a

recitation of how to commit every mistake an anti-guerilla warfare handbook.

The villagers' initial joy when the Israelis drove out the Palestinians in 1982 turned to growing suspicions when the Israelis started recruiting local youths into a succession of constantly changing militias: the Free Lebanese Army, the National Guard, the Shi'ite Army or, finally, the South Lebanon Army.

Fearful of this indirect occupation, Amal warned the Israelis that their shared desire for law and order in the south was best served by allowing the Lebanese army and the UN peacekeeping force to go right down to the Israeli border.

The Israelis, using Lebanese surrogates, have maintained a presence in the border strip since 1976 and, since 1978, have done so in defiance of UN Security Council resolutions.

"Had we gone along," Mr Daoud said, "that would have been the end of Lebanon. Syria would keep the Bekaa valley in the east and Tripoli in the north. The rest of the country would be divided into cantons for the various communities."

"We refused," he added, "because we wanted a unified central government."

In January, security sources reported 110 operations against the Israelis. There have been 30 reported so far this month. Meanwhile, attacks against the South Lebanon Army have led to such large-scale desertions that observers question its combat effectiveness. — Washington Post.

## Three civilians are killed in search-and-arrest sweeps

## Israelis over new frontline

From Julie Flint in Zrariyeh, Lebanon

Israeli troops yesterday crossed their new front line in southern Lebanon for the first time since withdrawing from the Sidon area on Saturday. They launched a search-and-arrest operation in this Shi'ite Muslim village under the very nose of the Lebanese army.

Zrariyeh was one of six Shi'ite villages raided. The Israelis killed three more Lebanese civilians and arrested scores of others.

The Lebanese Foreign Ministry announced that it was lodging a complaint with the UN Security Council about Israel's "arbitrary practices" in occupied territory. The Shi'ite fundamentalist Islamic Jihad Group, which is claiming a larger role in resistance, telephoned a Beirut radio station and gave the Israelis three hours to leave the besieged villages, or "face suicide operations like they have never seen before."

Lebanese observers are convinced that Israel's new, tough policy designed to stop the growth of resistance attacks will backfire on Jerusalem. The moderate Shi'ite organisation, Amal, is not alone in thinking that Israel is "losing its southern Lebanon." The native Lebanese Shi'ites are the opposite of the Palestinians who used to occupy the south: not a single gun, not a single militia vehicle is in evidence on the streets of the south, but the resistance to the Israelis is implacable and seemingly unstoppable.

It was under cover of darkness, around 3 am, that Israeli

soldiers advanced into Zrariyeh, a hilltop town of 2,000 people where every wall proclaims allegiance to the leader of Amal, Nabih Berri. They left their transports some distance away and walked the last few miles across fields, entering Zrariyeh on the opposite side to the newly-installed Lebanese garrison.

After positioning themselves at street corners, the Israelis, estimated at 200-500, woke the town up. They ordered three families into the street, and blew up their homes with explosives.

The first house to go, a small, pastel-painted bungalow, belonged to Shari Ahmad Hashim. He lived there with his elderly parents, his wife and three young children. "The Israelis took everything, including \$35,000 (Lebanese), he said, still white-faced with anger, as his wife tugged at blankets sandwiched between floor and ceiling and piled them in the family's ancient van.

He reacted violently when asked if he was a resistance fighter. "If I was, I wouldn't be standing here now. They didn't ask me a single question. It was all for nothing." The officer in charge of the Lebanese garrison a mile from the town centre said he knew the nothing of the Israeli operation until he heard explosions. Then his men ran into the town — only to see the Israelis pulling out.

Although Lebanon has said the Israeli army will not be permitted to re-enter the evacuated zone unchallenged, the Lebanese officer seemed vague about what he would have done had he encountered the Israelis.

## Ministers split on Lebanon pullout

From Ian Black in Jerusalem

A majority of Israeli ministers oppose an immediate and total troop withdrawal from Lebanon. The Cabinet is expected to vote next week to continue the pull back, as planned, in two more stages at a pace to be determined by the military. It was reported here yesterday.

Israeli newspapers said that only two or three members of the 24-man Cabinet are unequivocally favoured an immediate return to the international frontier and abandoning the three-stage plan decided last month.

The question of speeding up the withdrawal has taken on a

special urgency since last weekend, when Israeli forces completed the first phase of the pullback and left the Awali river and the Sidon area for a new line to the south. Casualties among Israeli troops have led to public demands for a reassessment of the present policy.

The Foreign Minister, Mr Shamir, said last night that there was "no justification" for attacks on Israeli forces in Lebanon "since those who are perpetrating the attacks know that the Israeli defence forces are leaving Lebanon." He said that "heavy punishment" would be meted out to "the various terrorist groups" attacking Israeli forces.

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# Here's the beef

## Felicity Lawrence on the trouble with being carnivorous

FOR years now, an elderly Londoner with a sandwich board has wandered amid oblivious Oxford Street shoppers proclaiming his message: Less meat, less murder; less protein, less passion. Unlikely as it seemed at the outset, he can fairly claim a few converts. With domestic meat consumption falling and the vegetarian lobby becoming increasingly vociferous, meat seems to be in danger of getting itself a bad name.

Meat still provides a quarter of the saturated fat in our diet, and with Britain suffering from the highest rates of heart disease in the world, we urgently need to cut down our consumption of saturated fat. Our animals have become unhealthy, and residues of hormones and antibiotics in meat are a genuine worry.

Then there is the ecological problem. To use, as today's intensive beef farmer does, 100 fossil fuel calories to produce one single calorie of food seems grotesque. When half the world is hungry, we have to explain why we keep pigs which produce about 100kg of protein per hectare and cattle which provide 200kg, rather than grow wheat which can yield 3000kg of protein per hectare, or for that matter raise other meats such as lamb and venison, for example, which thrive on land unsuitable for cereals.

Even so, we are still a nation of beef-eating John Bulls. Most people are still carnivores and haven't found the arguments for vegetarianism compelling. True, we don't need meat (protein is easily available elsewhere, though getting enough vitamin B12, iron, and essential polyunsaturated fatty acids in a readily usable form is quite a challenge without it).

But humans exist and inevitably interfere with the lives of animals. They had to kill (albeit indirectly) just to enclose and cultivate land. And you can't produce a dairy herd without culling calves. For most people the main problem with meat is that it's so often plain bad value. Its expensive and lacks flavour.

The meat industry clearly needs to do something about its image. Those who always buy their meat washed and packed in sterile plastic in supermarkets may, illogically, be reluctant to mention their Sunday joint and autumnal ham on the hoof in the same breath. But they are a small minority: 45 per cent of British housewives "always" buy meat from a butcher. And dressing butchers in red aprons in the hope that customers won't notice the blood on their hands (a suggestion put forward by one trade paper recently) hardly seems to be the answer.

As Peter Welton, President of the Meat Traders' Federation says: "People come and queue in my shop among the dead rabbits and hindquarters of bullocks... they're carnivores and that's that. There's no sense in pretend-

ing otherwise. I did have one customer who had never seen a chicken with its head and feet on and seemed to think it had dropped from the sky, but she was American."

What the butcher needs to offer, according to Welton, is value for money, flavour and a product which doesn't conflict with current thinking on healthy eating. Customers would be happier, too, if some of the cruel methods of intensive farming were banned.

One of the problems with modern methods of intensive farming is that flavour is all too easily lost. Chickens are fed on what Welton calls "gunpowder" - a mixture of concentrated feed, growth promoting hormones, and often antibiotics to prevent disease in overcrowded huts. They are reared so quickly that they are often tasteless, as many in the trade agree. Pigs are produced in the same way (it's ironic that we're switching from the "extensively" reared but bloodier looking meats such as beef and lamb to cheaper but intensively produced pork and chicken).

Farmers, who are remarkably adaptable animals, have already made huge progress in producing meat that is better for us, largely by breeding from leaner stock. But they have been stopped from going the whole hog, so to speak, because very lean carcasses are still excluded from the price support scheme and because there is a firmly entrenched view among butchers and cooks that flavour resides in the fat, especially in the marbling.

Geoff Harrington, director of planning and development for the Meat and Livestock Commission doesn't think there need be any conflict between the consumer's demand for both flavour and lean. "There is scientific evidence that the presence or absence of external fat doesn't influence quality until you get down to the very lean."

If animals were allowed to grow older before slaughter, they would acquire more taste in the lean meat. Farmers could then cut down on the use of growth promoters and give animals more freedom to move. But the longer a farmer has to feed an animal the more expensive it gets, and consumers would have to be prepared to pay. Similarly, if meat is hung properly it need not be tough however lean. But it may not look so nice, and again, consumers would have to adjust their notions about "clean" pink meat. Cooking is important, too. We are still using recipes devised for fatty meats, while demanding leaner cuts.

When it comes to meat products, it's not just flavour but texture which is being lost, and consumers often have no idea what they are buying. Again it's ironic that those who balk at hunks of flesh should turn to meat products. Sausages may quite legally contain rind, gristle, sinew, fat as well as meat. The legal definition of meat includes offals such as the tail, head, diaphragm and pancreas. Cooked meat products offer even less comfort



Peter Welton: "People are carnivores and that's that" - picture by E Hamilton West

to the squeamish. They can quite legally contain offal such as the spinal cord, feet and rectum.

There's nothing wrong with offal of course - the wombs of spayed sows were actually considered a delicacy in Roman Britain, and although tastes have changed, many of our most famous national dishes are based on cheaper parts of the carcass: haggis, faggots and black pudding, to name but a few.

People also expect offcuts to be cheap. Who wants to pay a pound per pound for a mass produced pork sausage which may contain as little as 20 per cent "lean meat" in the sense understood by the average consumer. Many meat products now use "mechanically recovered meat," meat stripped off carcasses by machine, inevitably with some bone as well. Even the Government's Food Standards Committee describes it as "a highly pigmented slurry

not meat as understood by the consumer." All texture is lost.

Much of today's mass produced ham is equally textureless. It is injected with a curing solution and additives to make it retain water; it may then be "tumbled and massaged" to distribute the water. The end result is wet, pappy, and tasteless.

David Walker, deputy chief trading standards officer for Shropshire says the problem arises because of intense pressure to keep prices low on what are essentially high value added products. In Downing Street, the favourite heads of the big six food retailers may be synonymous with business efficiency and virtue. But says Walker, "retailers demand lower prices, and the reputable manufacturers are forced to compete with others who are offering cheaper products. The only way they can compete is by

dropping the meat content or debasing their products."

The consumer has a part to play, too. David Walker says he rarely receives complaints about the composition of meat products. So long as it looks all right, many of us think nothing more of it. We are prepared to eat sausages which are a quarter fat, so long as the fat is disguised by colouring and soaked up by soya, but not if it appears in hard white lumps.

Peter Welton no longer adds any colouring to his sausages - they look pale and genuinely meaty - but the odd customer still comes in and asks for "nice pink sausages." They're the kind of people who are a quarter fat, he says. "They want a shade of sausage which will match their wallpaper." It's obvious why we got our knives out.

Felicity Lawrence is editor of New Health

## Jose Parry on matters of social class and moral fibre

THE current debate between meat-eaters and vegetarians reminds us that the British nation is neither the unchanging nor consensual area of activity it may appear. No one has explored the subject of food and the eating of meat in such an original way as Norbert Elias in *The Civilizing Process - The History of Manners*. In order to identify the characteristics of a "civilised" man, he chooses particular examples of practices which have marked the "civilizing" of attitudes and manners, one of these being food at the table. Western man's attitude towards the eating of meat, he argues, are particularly illuminating.

Elias describes the meat consumption of different social classes. The large amount of meat eaten by the upper class in the medieval period would seem fantastic to us now. Some evidence indicates that in a north German court, from the seventeenth century onwards, two pounds of meat per head per day were consumed, in addition to large quantities of venison, birds and fish. Such "gluttony" was confined largely to upper class laymen. Clerics ranged from ascetics to behaviour similar to that of the nobility. Peasants ate meat very rarely, although they were often responsible for rearing the animals.

Over the next 300 years, meat-eating became gradually less exclusive. At the same time, the presentation of meat underwent a change. In England, for example, people became increasingly uncomfortable about the connection between the food eaten and the dead animal from which it was derived.

Dishes with meat in them were now often prepared in such a way that the animal could not be recognised, for example, by cutting it into small pieces so as to disguise its identity. The historian Keith Thomas quotes William Hazlitt in 1802: "Animals that are made use of as food should either be so small as to be imperceptible, or else we should... not leave the form standing to reproach us with our gluttony and cruelty."

Man's ascendancy over the animal kingdom was first justified and then, later, questioned. According to Thomas, "butchers were regarded with suspicion not just because of the noise, smell, blood and pollution which their activities involved, but also because of a widespread aversion to the act of slaughter itself. The butchers themselves became the object of prejudices not unlike those directed against the public executioner."

When meat-eating became more widespread and was enjoyed by more social groups than before, the idea that man had a right to kill animals for food began to be called in question. Even the Old Testament, as in the New, there are references to the moral and religious benefits of vegetarianism. In any case, the prescription of pork among orthodox Jews illustrates the

close connection between dietary habits and religious tradition and practice.

The same ideas, in a secular form, sustain modern vegetarianism. By the beginning of the eighteenth century, a view had emerged that the slaughtering of animals had in itself a brutalising effect on human beings. It was asserted that the consumption of meat was bad for the health (vegetarians, of course, never suffered from bad health, or that was the claim). Meat-eating was said to be harmful to man's disposition and tended to make him aggressive and cruel.

Finally, and a little later, there was the economic argument that stock rearing was costly and that arable farming produced more food to the acre. From the end of the eighteenth century there gradually developed a highly articulate vegetarian movement.

Contemporary vegetarianism is no longer limited to the image of "nut-cults" and ascetics because the increasingly multi-cultural nature of British society, and the growth of eating out and take-away services, have allowed old traditions and sophisticated cuisines (such as those from the Indian sub-continent) to become available more widely in Britain.

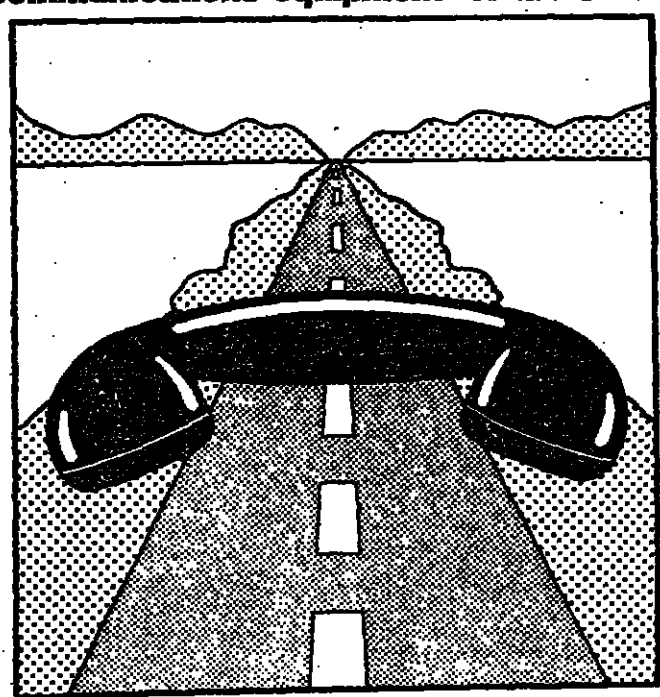
A Gallup poll early last year revealed a growing unease in the meat trade as sales have begun to fall. This may have something to do with the quality of the available meat, and with the price rise. The poll found, and other work has confirmed, a decline in meat-eating among people on the lowest incomes, including the elderly. Yet it was the lowest income group who expressed the desire to eat more meat. The feature of the drop in meat consumption which sent the most tremors through the meat industry is the shift towards vegetarianism through "conscious avoidance."

Vegetarianism is most marked among the higher income groups, especially women, between the ages of 16 to 24. It has been estimated that there are at present over one million vegetarians in Britain, and a further million who do not eat red meat.

These developments are consistent with Norbert Elias's argument that one of the main features of the civilizing process is the segregation and concealment of those aspects of modern Western life which have become distasteful. The factory farming of animals for the provision of meat, and the assembly-line nature of the slaughter to which they are subjected - now conducted by "skilled" personnel out of sight - illustrate this movement.

Will the spread of vegetarianism among the upper and middle classes (including the Royal Family), lead to a radical decline in meat-eating in this country, led by young women who will form the tastes and eating patterns of the next generation? If so, the economics of meat production and the whole industrialised agricultural system for the "manufacture" of meat could be completely transformed by the end of the century.

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Where taking a piece of meat is a hanging matter

## GOOD FOOD GUIDE

**B**UTCHERY is a display of a man's skill, but just as crucial as raising animals on lush pastures and feeding them the right diet. Very little meat is hung for an appreciable time these days, mainly because the EEC has laid down rules for the big abattoirs that forbid it on the grounds of hygiene. There are still small butchers who dress their own, as it is politely called, and will keep it to allow the flavor to mature in spite of the expense of the storage and the loss of weight.

The Country Garden at Ashburton in Devon was a butcher's in 1900 and is a more modern but now the walls are papered (in red) and they hang nothing but oil paintings and a huge circular mirror. Robert Barnes trained at the Dorchester, which is evident in his skill with sauces, and he makes good use of local supplies: getting his butcher to mature his meat, getting cream and butter direct from the farm and collecting interesting English cheeses by such as Cornish yarg and oak smoked Cheddar from Dartmouth.

He has an eye for displays, arranging medallions of lamb around a porcelain plate with a sauce from the reduced lamb juices and garnishing with individual leaves of mint. Other good dishes here have been pigeon breast, saddle of venison, and a roast of lamb with white rumpsteak of rabbit in port wine sauce. It is not over expensive either, with dinner for around £15 a head including wine.

In Northamptonshire Kevin Boon also uses a local butcher who will hang the beef for a fortnight and more. The stout wooden tables at Rylands in Oundle see a procession of dishes from across the globe - sweet and sour pork to cock-a-leekie soup. The speciality is lamb basquaise, cooked with anchovies, bread crumbs and

garlic. It is served with an apricot sauce.

Clive Davidson on the other hand is a trained butcher himself and when he opened the Champagne Inn at Lillington he reared his own animals, though now he subcontracts out and uses an ionising chamber in which his steaks hang for three weeks. He has opened a second branch, the Champagne Inn Town, in Edinburgh on the same formula - charcoal grill for a range of steaks from sirloin to monkey gland to pope's eye - the finest cut of all, he says, either braised or with green peppercorns or else garlic sauce.

There is a good selection of South African wines and also Beaujolais to go with sheep and you are unlikely to find better cut of meat in Scotland, though a full meal might cost £20.

In London L'Olivier is the meat restaurant that belongs to the Croisette/Suquet chain of fish restaurants. There is a set meal for £16: a Gargantuan's feast of five courses of character, including lamb or beef before salads, celery trimmings (optional), 1 small onion plus a little extra for the stock, 1 small potato, 1 dessertspoon flour, ¼ to 1 pint (450 to 600 ml) milk, salt, 2 tablespoons chopped parsley.

If you are starting with tripe straight from the butcher, it's only partly cooked, leave it to soak in water with lemon or vinegar for 15 minutes, then put it in a heavy pan with the cooking water, bring to the boil and skim thoroughly as the grey scum rises. After 10 minutes or so, when all the white foam is coming to the surface, add the cloves or allspice, peppercorns or a few grinds of pepper, and parsley stalks, celery trimmings and a little onion if you have them. Cover the pan and simmer until tender.

Meanwhile remove any bones and rind from the

cheeses and unfussy sweets such as strawberry tart. The feel and the cooking are refreshingly reminiscent of provincial France. In fact it is one of the best undiscovered restaurants in London, though you have to allow about £22 each.

**DETAILS**  
L'Olivier, 116 Finchborough Road, London SW10. Tel: 01-370 4183  
Champagne Inn Town, 2 Bridge Road, Colinton, Edinburgh. Tel: 031-441 2587.  
Champagne Inn, Lillington, Lillington, Leamington Spa. Tel: 01927 603032.  
Tyrrells, 6-8 New Street, Oundle, Northamptonshire. Tel: Oundle (0632) 72377.  
Country Garden, 22 East Street, Ashburton, Devon. Tel: Ashburton (0364) 53431.

All correspondence about these articles should be addressed to: The Editor, The Good Food Guide, FREEPOST, 14 Buckingham Street, London WC2N 6ER. © Consumer Association 1985

Drew Smith

bacon and cut into ½ inch (1 cm) squares. Chop the onions into small pieces and the potato into ½ inch (1 cm) dice. Lift out the tripe and leave it to cool. Strain the stock into a tall glass jug if possible and leave so you can eat easily see which is fat and remove the fat, leaving only 1 to 2 tablespoons according to taste. Clean the pan, and fry the bacon and onion in it for 10 minutes over a low heat for 10 minutes. Cut the tripe into ½ inch (1 cm) squares. Stir the flour into the bacon and onion mixture and add ½ pint (300 ml) stock by degrees, stirring thoroughly between each addition. Now add the milk and bring back to the boil. Add the tripe and the potato, and simmer for 10 to 15 minutes. If the soup becomes too thick, add more milk. Taste, and adjust seasoning. Serve with the chopped parsley sprinkled on top.

Christopher Driver  
Food and wine editor

## Scoring for the reds

IN TERMS of investment, gambling, or a sure thing, too many variables are involved in the glass touches your lips. But, as with horse-racing, that is a large part of the attraction. It is interesting to identify some of these variables and compare wines which share one or more of them. The half-dozen normally expected to be grouped in various ways, but fall most easily into a quartet and a pair. What six have in common is that they are red, they are good value, they are exceptional, well made and they will nicely with meat. Most of the wines are quite widely available, but a few names are notable, given as a guide. (Note that some merchants are licensed to sell by case only.)

Let's start in Bordeaux. A spiritual home of so many of the best wines, Fourcas-Hosten is a Lustrac one of the best bourgeois clarets, showing in the 18th vintage all the class one might normally expect to find much higher up the register. As well as having a fine garnet colour, it reveals a pleasant balance of blackcurrant and cedar, nose and palate. It is elegant and easy to drink, revelation to anyone who has encountered little but oaky and tannin in a lesser wine. Like many of the 1978 Bordeaux, it is a mark of a vintage now. (The Winery, London W9, £5.95; Stappleton, Fletcher Wines, £5.80 delivered, as part of a mixed case.)

Next we cross the Pyrenees, in the footsteps of many Bordeaux wine-makers who had their vineyards devastated by phylloxera in 1965. Although there is a marked similarity between claret and Rioja, the latter is at last being appreciated in its own right. Vina Ardenza 1978, produced by La Rioja Alta, is a sparkling traditional wine, full-bodied wine, with a rich colour, a splendidly vibrant bouquet and the velvet very vanilla and oak flavour characteristic of the genre. It will have three, and a half years in Bordeaux style casks to acquire that cherished flavour. Open it about three hours before you plan to drink it. (Laymont & Sons, 100, Abchurch Lane, London EC4N 3RE; both as part of a mixed case.)

The Veneto in Northern Italy provides a surprise in the shape of a sparkling wine, Riserva della Casa, from Conte Loredan, descendant of Venetian doges. The family were among the first in Italy to blend the traditional Bordeaux grapes, Cabernet Sauvignon, Merlot, Chardonnay, Franc and Malbec - and age the wine in Yugoslavian oak barrels. Expert opinion differs on its style but not its quality. Victor Hazan finds it subtle, whereas Hugh Johnson likens it to "a big, not really gaudy St. Emilion." You will certainly find it punchy, lively wine, smooth on the palate, with no harshness - and, again, excellent value for money. (Bibendum, London NW1, £4.02 as part of a mixed case; La Vigneronne, London SW7, £2.95; Waitrose, £2.45.)

The fourth of our Bordeaux-related wines is a Californian, one of the many "100 per cent varietals" which have happily replaced earlier experiments with California burgundy and the like. Merlot, the softer of the two major Bordeaux grapes, which comes into its own in St Emilion and Pomerol, does particularly well in the South. Santa Barbara in Firestone's Ambassador Vineyard. The 1978, still reasonably priced in spite of the plummeting price of the vintage, is a lovely, well made wine. You could never come away with Ch Petrus - in fact some tasters find it more akin to burgundy than claret - but it is a lovely big jammy wine, which is a good mouthful, strongly flavoured sauces. (Les Amis du Vin, London, £4.80; Oodibins, £4.95.)

Back to France for a distinguished wine from the Rhône. Rhone Gigondas 1979, from the esteemed Paul Jaboulet Aine. In pre-war days Gigondas was used to boost burgundy in a poor year, and is easy to drink when you first meet it. It is deep in colour, rather earthy (truffly?) on the nose, and provides a solid mouthful of fruit and spice. Definitely not a gulping wine, this one, but a comforting companion for dull winter days, and rich winter stews. Decant it 12 hours ahead, and lay some down for future winters. (Henry Townsend, Beaconsfield, Bucks, £5.82 as part of a mixed case.)

The main Gigondas grape is the Grenache, with Syrah playing only a minor role. Our last wine, from Australia's Hunter Valley, is all Syrah and perhaps therefore more directly comparable with Rhone Hermitage. Rothbury Estate, with its hundreds of shareholders, is the down-under British Telecom, though its reputation stands higher. The 1982 Syrah is another big, dark wine, rich and mouth-filling, with an intriguingly complex peppery bouquet and taste. It needs food to be enjoyed fully. If you like it, lay some down for 10 or 20 years. (Mistral Wine Warehouse, £5.79 as part of a mixed case; The Wine Studio, London SW1, £5.75.)

Aileen Hall











# Pillar of strength

Tom Sutcliffe hails Jon Vickers's magnificent return to the role of Samson at Covent Garden

IN SAMSON Handel provided one of the most sombre classic structures to grace the stage. The unities are rigorously observed. The hero relives his fall, resists Dalia's exquisite blandishments and, crippled though he is, finds himself once more inspired and strengthened in God's redemptive work.

We can discount the claim in Winton Dean's programme notes that "Samson is little concerned with religion and philosophy." The relationship of Handel to Milton's Samson Agonistes is precisely comparable to that of Verdi to Shakespeare's *Merry Wives of Windsor*. In both the composer is the superior dramatist. To gauge how sobering Samson is, one may compare

its close with Beethoven's *Fidelio*, whose "Frisch! Chorus" follows the Attic function of Handel's Samson's terrible triumph, outlined by Handel with classic simplicity, entirely lacks the optimism of Florestan's release. Though Handel was not a puritan like Milton, in essentials they would have concurred: Samson is a type of saviour.

This identification could not be clearer than it is in Elijah Moshinsky's new Covent Garden production. Jon Vickers as Samson is wheeled round on a massive carnival float as in some religious display, and this stage within a stage also brilliantly frames the epic character of the Vickers performance, which exists in a

world of its own.

Handel's invention of oratorio (not entirely single-handed) depended on the substitution of chorus for stage setting. The result is people's opera, and Moshinsky makes the chorus the setting, dressed in uniform black and white of the period. The Philistines, wickedly identified with the effete classes from whom Handel transferred his attention after the collapse of his operatic enterprises, are picked out with gold and periwigs.

In 1958 the chorus were stuck in ranks of seats. Finding an appropriate physical role for the chorus is the greatest challenge to narrative naturalism in opera. Moshinsky makes them the audience to the event, thus

underlining the thematic purpose that Handel was serving. And by moving around the few massive elements of Timothy O'Brien's set — two sides of an arch, two black marble columns and a pair of doors — he exhumes the submerged narrative sequence, and suggests a world-shattering, epic context.

Few productions have ever used dance and movement so effectively (credit to Eleanor Fagan, with the chorus rising to their often spectacular role in the Covent Garden field a near flawless cast of principals, who carry through the Moshinsky interpretation with extraordinary and moving dignity. The staging achieves an astonishing blend of classic and modern theatrical taste.

Vickers's Samson is the incarnation of operatic authority. He uses the text with amazing intensity and, at 55, he still has a voice like a force of nature. The huge, mature voice does not register Handel's saturation with nearness but with an extended emotional grasp that stretches the melodic line to the crack of doom. This is a larger than life transformation of Handel that possesses the ultimate authenticity of conviction.

Moshinsky has afforded Vickers one of the most original cases of his career. With such a profound artist one talks of manner not mannerism, and recognises a style that has few

more years to last. This may well be Vickers's final role here, and should not be missed. Other quieter members of the cast achieve equal excitement and emotion with the beauty and wholeness of their delivery of Handel's filagree: Carol Vaness, a sturdy yet serious Dalia, displays the thrilling quality of her tone—the acute ambivalence of torn affection, and mistaken sensuality—are totally winning but for Samson essential to reject; Sarah Walker's immaculate and intense mezzo as a female-dressed Micah, is penetrating, objective, yet emotional; and Robert Lloyd's Manoah is warm, deep, resourceful, assured as the confident father.

Marie McLaughlin's entrance as a Philistine (Roman, dragging a mannequin of the blinded Samson, carried on the shoulders of a staggering bearer, is a theatrical coup that in its way calms down the rest of the count of both this and the final "seraphim" blusters. Tomlinson blusters effectively, with his usual assured enunciation, as Harapha the Philistine captain, and Kim Begley's neat tenor wails suit the Philistine man, fleet of foot as of voice.

Julius Rudel's conducting merits as well as displays of rudeness, but the lack of a really distinguished musical control cannot detract from the elevated quality of the singing and theatricality.



Jon Vickers as Samson, Covent Garden. Picture by Douglas Jeffery

## TELEVISION

Nancy Banks-Smith

## The Moving Finger

AGATHA Christie introduced an adapter of detective stories into a book just once. He was illegitimate and overweight or, not to put too fine a point on it, a fat bastard. His father and his mother were murderers and so was he. You draw in your breath a bit smartly. When Miss Christie brings one up from the floor you certainly know, as your teeth fall tinkling around you, that it has been connected.

Call me over-sensitive but I don't think she was fond of adapters. She wasn't all that keen on actors either. Three turns up in her books as murderers and the rest are only just this side of certifiable. I would deduce that she had not found the dramatists of her books a wholly happy experience and, indeed, some of the films were very peculiar indeed.

The BBC have been trusted, quite exceptionally, with four of her best Miss Marple books because the BBC are reliable. Aren't they. In fact the productions are expensive, beautiful and faithful like an Old English sheepdog. Purists might notice in *The Moving Finger* (BBC-1), which Christie described as a sweet little poison pen mystery, that three Christian names, one place name and the period have been changed, but I shan't fuss about that nor the introduction of a bevy of bearded hags ("Those journalists at The Swan drunk every night"). I have a soul above such things.

What disturbs me is that I don't care who did it. Miss Christie is everywhere read and everywhere underrated. I have the greatest possible respect for her art. The writing is plain, the characters simple, the setting unobtrusive. Everything is stripped down for her pure purpose. It is like conjuring naked. Let Paul Daniels try doing that.

The Miss Marple series is a charming period piece. All those long snouted sports cars and roses and rafters yoo-hooing over the shoulder of the story distract you like a Christie conjuring trick. It is a co-production with Australia and America who no doubt have a sweet tooth for this kind of thing.

The effect is dreamily idyllic. Miss Christie died rich because she kept you awake, against your will, and, swearing helplessly, in the morning. That is what readers meant when they said she saved their lives. She saw them safely through the night. It embarrassed her dreadfully.

TV. By (Thames) oddly enough was about multiple murderers and how to catch them. The first conference of assistant chief constables on this subject ended today. They discussed using computers, which might have saved seven lives in the Yorkshire Ripper murders, giving one officer control of several police forces, which might have saved the life of Lesley White, murdered by the Black Panther, and the idea of a criminal type repeating a typical crime.

A freezing piece of film was a home movie of Dennis Nilsson, the Muswell Hill multiple murderer, giving a guided tour of his notorious home. "The garden was like a bloody rubbish heap. We, the good old tenant, made it what it is now. Vegetables in abundance, growing." I bet they were. I bet... they... were.

## ALMEIDA

Michael Billington

## Man Equals Man

WHILE one Almeida Theatre Company plays *The Possessed* in Paris, another opens Brecht's *Man Equals Man* in the fully-renovated Islington theatre (much warmer than it was in the days when we froze through Fen). But while it is good to see this exuberant account of the reconstruction of human personality for the first time in a decade, David Hayman's production works much better when it stops trying to be strenuously funny and focuses on the work's serious theme.

Brecht's play (dating from 1925) looks simple but is in fact complex. It deals with the transformation of Galy Gay, a simple Irish porter, into a perfect machine-gun-nig soldier by a trio of Kipling-esque Tommies who have lost one of their squad during the looting of a pagoda. Seduced by booze and cigars, accused of selling a war department elephant sentenced to death in a mock-trial, Galy Gay sloughs off one identity and assumes another through a mixture of fear and greed.

Clearly, the play shows how war can strip a man of his identity and turn him into a deadly fighting-machine. But, under the anti-military satire, Brecht also depicts Galy Gay as initially willing participant in his own re-modelling extracting the highest price for his transformation. And while, on one level, the play is a prophetic account of modern brainwashing techniques, on another it is a way attack on the bourgeois concept of individualism. It

all men are equal, Brecht enquires, then why do we cling so tenaciously to cherished notions of self?

But although the play can be seen from alternative viewpoints, the one indisputable fact is that it starts out as a sprightly military comedy in which Fred Karno's Army combines with *Soldiers Three*. Mr. Hayman, however, mistakenly quotes frenzy with humour from the moment when the cast leap on to the stage as if propelled from a machine-gun. Every scene is played at the double, the crucial moonlit raid on the pagoda (a pile of beer-crates) lacks any sense of terror and Timothy Spall's Galy Gay seems a manic Laughtonesque figure rather than an ordinary guy trying to take a haircut home to his wife. Only Jeffrey Margolyes, rotating her hips in a gargantuan parody of seductiveness, as the Widow Begbick achieves the dynamic relaxation that is the key to Brechtian acting.

However, in the second half the production, going for intention rather than effect, radically improves. The famous elephant auction is neatly done. And the scene in which Mr Spall, pinioned in a spotlight, is reduced to a blubbering, quaking, eye-rolling wreck is extremely chilling in that it shows how fear of death will make a man confess to anything.

By the end, with the translated hero training a Gatling-gun on the audience, the complex ferocity of Brecht's play (newly translated by Gerard Nefhaus with music by Benedict Mason) comes across. But if the first scene were half as frenetic, the play would be twice as funny.

## CARDIFF

David Adams

## Parasite Structures

RATIONAL THEATRE are one of those rare experimental groups who actually give performance-based theatre a good name. The company's new offshoot, Hidden Grin, continues the tradition with *Parasite Structures*.

There's a bonus this time, too, with the participation of artist Denis Masi, whose present residency at the Imperial War Museum may well have influenced the exploration of power and regimentation that marks out this piece. For one large chunk of the show four members of the company do nothing other than perform exhausting physical jerks. The real physical anguish of the actors is all too apparent as they are pushed

to the point of collapse. Like the other two parts of the show, conceived with personal confession and animal exploitation, the action is pointed up with key words projected on to screens with physical exercise suggested as not so much the form of improvement but as competition. Ironically, that wordplay is an important part of Hidden Grin's mainly non-verbal theatre and nicely counterpoints the physical action. Visual images also appear on the screens, most tellingly when the actors play out roles under pictures of tortured animals. Indeed, the look of the show is essential, from the set design to the carefully orchestrated movement. Masi's artistic collaboration, Ian Gagan's lighting and Matthew Hamilton's choreography as well as Alan Brown's sounds, are a fundamental part of Alan Wilson's direction.

## RAM

Michael John White

## The Knot Garden

MICHAEL Tippett's opera of psycho-social intrigue *The Knot Garden*, was a noble choice as flagship to the Royal Academy's forthcoming festival of the composer's music. The score alone is daunting — no less so in Merion Bowen's reduced chamber version made for Opera Factory last year, which is more or less what the Academy is using. But the very concept of the work as well as its problematic, built-in elaborate framework of musical and literary references that throw up artificial situations, unexplained relationships and an atmospheric context difficult to realise in three dimensions.

The success of Opera Factory's production was in proving *The Knot Garden* to be workable and powerful as drama, peopled by real characters who were more than just a function of the therapeutic self-discovery — and reconciliation argument that runs through Tippett's work. The characters, in themselves, carried sufficient weight not to be ridiculed by verbal relics of the sixties that survive in the libretto. The dimension wasn't strong enough in the Academy production, where the roles hardly progressed beyond the symbol-status that their clothes suggested. Their clothes suggested a business suit, and Thea Dimly Sloanish, straight from the General Trading Co. A nice approach, taking the piece as a comic prelude to a more serious encounter but missing the dramatic tension and sense of tightening en-

closure which even an imaginative set design failed to supply.

No, the real achievement here was musical. Conducted with conspicuous organisational skill by Nicholas Cleobury, the points of genius in the score (and there are many) were well served by both the orchestra and the cast of young professionals. David Barrell's vocally accomplished Mangus and Jane Webster's Flora were outstanding, with Charles Naylor a strong-focused Faber, Anne-Marie Hetherington a sympathetic Thea, and Deryn Edwards masterfully martyred as Denise the freedom fighter.

## LOGAN HALL

Frank Barker

## Sinfonietta

A GREAT deal of careful preparation had obviously gone into this performance of Messiaen's *Des Canyons aux Etoiles* which the London Sinfonietta will repeat at eight regional concerts during the coming fortnight for the Contemporary Music Network. And much care is certainly needed with this 100 minute work which the composer described as a journey from the canyons to the stars inspired by a trip to Utah, for the music does not develop in any discernibly gradual and logical way, but for most of its twelve sections, remains curiously episodic.

It says much for the conducting of Elgar Howarth that he sustained tension and interest throughout the first six movements, which are particularly fragmented, but as they are so largely bird calls which are scarcely noted for melodic development. It is Messiaen's juxtaposition of a wide variety of these calls, and his immensely skilful instrumental weaving, which maintain the sense of progression in the music, and the Sinfonietta players displayed the virtuosity needed to make their full effect.

The highlights of the performance were the flamboyant sections for solo piano, brilliantly executed by Paul Crossley, and solo horn, played with breathtaking bravura by Philip Eastop. The performance never failed to bring out the composer's opulent harmonies and exotic colouring, and this in spite of the acoustic of the Logan Hall which is in no way calculated to provide sounds described by the composer as the rustling of silks. It was a lack of warmth not any lack of fire which constituted the only disappointment in what was on the whole a most persuasive and committed performance.

Some of these reviews appeared in later editions yesterday.

Val Arnold-Forster reviews the week on radio

## Liberal defects

MY FRIEND, though she drinks tea from a flower-patterned china tea-pot, checks the heavy old samovars in the corner. Her grandmother lugged it by train and buggy and over-crowded ship from her native Russia. I don't know what miseries and oppressions the young woman fled from at the end of the last century, but she and her husband are struggling to make a living in London's East End, were refugees who could never think of returning. They came because they had to; they stayed for the same reason.

Robert Carver's *I Chose Freedom* (Radio 4, Thursday) is a play about a woman, even a politician, a different sort of person, very differently received by his new country. The hero never named, was a carefully non-political academic, in some Middle-European state (Czechoslovakia), a man who had chosen to keep his head down, to live a relatively comfortable life in a poor country where even a typewriter is hard to come by. He is a compromise, a man who takes a different path, fights the regime in full view of the world's media and is arrested. Her husband is discreetly shipped off to the United States.

Nigel Anthony plays the hero with great aplomb, even-tempered with an occasionally wayward heavy accent, he gives the role an art shade, turning a not particularly sympathetic character into a believable human being. Like others of his ilk he is much given to bouts of gloomy self-analysis. At home he had tried to restore his wife, to make a deal with terms with the Government, but a passport is pressed into his rather unwilling hands. He is baffled and he is guilty by the American way of life; he cannot respond to the picture of a suffering freedom-fighter, imposed on him by his eager hosts; he is haunted by his wife's tortured imprisonment and tries to escape the painful reminders of her by sleeping in a passing automobile. A cynical fellow-countryman persuades him to write up his experiences and we leave him tapping at an old-fashioned typewriter, paradoxically as hard to find in modern Britain as in the East of Europe, and musing, "I'm no different from the rest, corrupted by the West. I chose freedom, they say, and the lie will become the truth."

Afternoon Theatre is a mixed bag: there is an intelligent and demanding play, written with some complexity. Director Christopher Venning carefully steered the production through some abrupt changes of time and place and pace, and through awkwardnesses. Remarkable how well the doubts and vacillations of one man, expressed in an hour's play, could epitomise the pressures of the political world upon an ordinary individual.

I didn't feel that way about the heretofore Alan La Tourette's *The Other Woman* (Radio 4, Monday). Harriet was an American schoolteacher, recovering from a somewhat undefined lesbian affair with the help of a male homosexual colleague. Poor lady, in spite of all her progressive views about her class of cheeky school leavers, she was an inept teacher. Her class on Animal Farm was banal, her copy-book views on racism and sexism, etc., cut no ice with her pupils and you knew that her misadventure would end in disaster when she started by saying "let's compare expectations." And her love affair, recalled in flash-back, sounded just as clumsy and boring. My heart did momentarily go out to her when her gay colleague, arriving to offer comfort and support, puts on her flannel nightie (it wasn't the transgression that bothered me, but the extra washing).

I suppose the moral of Harriet's story was that the best way of getting over a broken heart is to have a nice long chat with a friend. True enough, though hardly a dramatic discovery — and not enough to give more than a passing interest to this mildly dreary tale.

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## James Kennedy reports on the Paris Opera Ballet under Nureyev

## Tudor style

ANTHONY TUDOR has been no more than a faintly heard name in France, and it is to the credit of Rudolf Nureyev in his role as director of the Paris Opera Ballet, that he continues to open Parisian eyes to a wider repertoire than the ballets of Petipa, Nureyev and Bejart. And all gratitude from us who, knowing Tudor as one of the top three British choreographers of his time — and all — time, have cause to regret that his work gets such a mean showing in Britain.

When Homage to Anthony Tudor was first presented at the Opera Comique on Monday a notable absentee was the choreographer himself — an absentee by force of age (he will be 77 in April), not of cussedness.

Had he been there what would have pleased and what displeased him? His admirers like me, might have very definite views about the varying standard of the French performance in the four works shown to us, but about the hypothetical opinion of the master himself I must be wary: his views have never lacked quickness.

All the same, he could scarcely have been pleased with the opening Shadowplay, the most exciting of all his choreography, which got badly short-changed by the Opera's dancers. Charles Jude and Jean Guiterix, as well as the very young Francoise Legros.

The audience was right, though perhaps not for the right reason, in giving it a decided thumbs down; they seemed to dislike it too much because it was badly done as because they did not care for what Tudor had made of it. A fine distinction, perhaps, since the cast seemed very little aware of what it was all about.

Shadowplay's music, by the admirable but not very famous Frenchman, Koehlin, did not seem to help, though the almost rapturous reception given to Jardin aux Lilas may well have been due to the audience's familiarity with its music — Chailson's Poeme.

This once informative, adventurous ballet, now almost 30 years old, seems very dated and, in the pejorative French use of the term, very English. Nevertheless it proved one of the evening's two popular successes.



Rudolf Nureyev

The other much applauded ballet was the small, academic-classical exercise for six dancers, called Continuo; a work composed between Tudor and his pupils at the Juilliard School in New York to remote cousin to Balanchine's Serenade. It only served to show that Tudor, so good at turning the classical language of dance into the stuff of quite complicated drama, was quite ordinary when it came to inventing steps without story.

Continuo makes no abstract demands of its performers, and the Opera's delectable, classical, brilliant sextet danced it beautifully — for more than it was worth.

Dark Elegies completed the evening's quartet. This wonderful elegy with a ballet, only a year younger than Jardin aux Lilas, came vividly alive and was well and sensitively danced by the senior Willfride Ballet and her juniors. Yet the undimmed masterpiece was only so-so.

Nureyev has done great things in his 18 months at the Opera. Against the odds and despite of some inevitable fretting and fuming, he has broken down the old hierarchical barriers against giving young artists (very junior soloists) leading roles. He has a company of 150, many of whose stars are under 22.

Nureyev has also notably increased the numbers of ballet performances. Here a comparison with the Royal Ballet's situation is elusive: the Royal, for one thing, is divided into two, not so unequal, companies whereas the Opera's Ballet is in one huge company, divisible into several groups. But under Nureyev the Opera's Ballet does certainly dance more and travel more. It is also using its new or unfamiliar choreography.

After Tudor will come (in March) David Bintley and a young Dutchman, a rising star, Armin Greder. Astonishingly enough, Michael Clark, refugee both from the Royal and the Rambert and darling of the Fringe, has already been asked to choreograph a new, home-grown choreography, in short supply everywhere, is virtually non-existent at the Opera. That is the root of the trouble. Homage to Tudor helps to fill the gap.



Death, grief and the media; Stephen Wakelam, right. Pictures by Don McPhee

## Miner complications

Robin Thorner on a provocative new production by Joint Stock

ONCE upon a time news was interesting or important enough to report. Now it's not so much what's fit to print as what fits or can be shaped to fit into "slots" in the media.

The pressure and processes which combine to produce this distortion are thoughtfully dramatised in a new play which is being toured by Joint Stock theatre company as their spring production.

Deadlines, by Stephen Wakelam, takes the hypothetical story of an unemployed youth who commits suicide apparently because he is depressed by the lack of opportunity in his mining village in South Yorkshire. The play traces the way in which a superficially local story is

drummed up into a nationally celebrated cause, through personal contacts between media people, the professional aspirations of ambitious journalists, and the politicians' need for material with which to score points.

"I suppose the play asks the question what is a good news story and how is it different from what actually happens?" Wakelam says. He was asked to write the show by its director Simon Curtis, who directed his play Hard Knocks at the Royal Court Theatre Upstairs in 1983.

"The director came to me because he knows all my best friends are journalists," he says. "My world seems to be full of lobby correspondents." Originally it was going to be

about the pop end of Fleet Street, but that seemed to be too obvious a target, the easy option.

"We sniffed at it but the play took off in a different direction. It was my inclination not to go for a Fleet Street story but to look at a local paper, local radio, local television. We want it to be both metropolitan and provincial. It describes a process — what we're watching is how an event gets picked up, how a story takes off, what becomes of it from there."

Wakelam, who comes from Chesterfield, and taught in South Yorkshire before he became a fulltime writer in 1976, took the company out into the field to get close to their sources. Joint Stock's

productions are researched collectively by the actors, writer and director over a period of about six weeks.

They "workshop" the material, then go on the dole for a couple of months while the writer produces a first draft of the script, which is then shaped in a further six-week rehearsal period.

They began work on Deadlines last autumn, visiting Fleet Street newspaper offices, the Labour Party conference in Blackpool, the Sheffield Star and Radio Halam, and the NUM picket lines at Maltby, where Wakelam used to teach.

Although the play is not specifically about the pit dispute, it has inevitably provided a continuing context for

their narrative. "It's been front-page news all the way through," Wakelam says. "We were at ITN the day the O'Grave pictures were coming through. We couldn't ignore it — and most of us didn't want to."

Wakelam says the people in the play are all fictitious "all my characters are kind of amalgams — there's always a great deal of me in them" but much of their material — anecdotes and dialogue — is lifted straight from life.

Actress Tricia Kelly based her character, a local newspaper reporter, very closely on Helen Hague, the Sheffield Star's industrial correspondent. She had described herself to the company as a "sceptical Socialist." That's

not in the script, Wakelam says, but it informs the play.

"Our actors got quite involved," he says. "With the question how do these decent journalists cope with having their principles distorted? Your Michael White once said to me that what journalists want to do is write an accurate first draft of history. What prevents them from doing their job?"

"We know that the papers are corrupt — shoddy is a better word. We're looking at left-leaning journalists and their problems and their pitifulities. It's about the responsibilities of those who report the news."

"It's not just me as a playwright being pious — the same applies to me. The

questions are very very similar." When he wrote Gas-kin, a drama documentary for BBC television about a Liverpool pitman's tearaway, he researched the story as a journalist would.

"Like a journalist I'm part of everything but I'm separate from everything. I get involved but there's always a side of me that's standing back and thinking 'Can I use this?' Journalists always know that the half of their story is somebody else's life. I've done that — and it's not easy."

Deadlines, which opened at the Sheffield Crucible Studio last night, will later tour to the Royal Court's Theatre Upstairs, Liverpool Playhouse and Birmingham Rep.

"ONE MIND, two hearts, four hands" said Le Figaro in Paris of the Pekinel Sisters, the exceptional piano duo of identical twins, I quickly

found out how that neat remark tells only a small part of the story. Guher and Suher Pekinel, born in Istanbul, Turkey, 30-years ago, may look alike, but with the vivacity of twin whirlwinds they do all they can to establish their different personalities.

They change musical roles regularly. So, for three performances Guher will play primo and Suher secondo, and then they will change over for another run of appearances. This way they both feel like soloists. If one is always primo, they say, then the other becomes an accompanist, and that is bad for the partnership.

On one occasion they even changed over unwittingly in mid-performance. Guher was playing second in Debussy's En blanc en noir, happily humming to herself the melody in Suher's part. "I had the melody in my head," says Guher, "and suddenly I had it in my fingers too." Suher kept calm. "I didn't know what to do, but then I took over her part."

The important thing, they feel, is to keep challenging each other musically. The Mozart Double Concerto, for example, has dozens of cadenzas where one pianist ostensibly copies the other, but any genuine performance challenges the player to find something new in the answer. When the whole existence of these sisters involves hypersensory communication

Edward Greenfield meets two identical sisters from Turkey who are giving a London recital on Tuesday

## Two hands good, four hands better

on every level, even telepathy, the subtlety possible is even greater than with other duos.

For years they fought the idea of becoming a duo. Their first public appearance, in Istanbul at the age of six, won them a scholarship to study in Ankara with a pupil of Chopin. At nine they appeared with the Ankara Philharmonic, but in all their early concerts they did solo performances as well as duets, and when they went on to study with Yvonne Loriod in Paris, they always worked separately.

Their Spanish mother, herself a professional pianist, had studied in Paris too, but it was in Germany that they had their first international success, when they won joint first prize in an important competition. After that they made it a rule never to enter the same year, but even that brought problems. A year after Suher had won first prize in an important competition, Guher appeared and the organisers insisted that she produce her passport before letting her play.

After studying in Frankfurt

at the Hochschule fur Musik, they went, at the invitation of Rudolf Serkin, to the Curtis Institute in Philadelphia where he was director. Though Serkin was convinced that they were a born duo, he encouraged them to work separately and think of separate careers. When in 1977 they won a piano duo prize awarded by Radio Hanover, they at last accepted the inevitable, and did their first intensive tour together.

The following year they made their first record for DG, a coupling of the two Rachmaninov Suites for Two

Pianos. Herbert von Karajan heard it, and asked them to appear in his Easter Festival in Salzburg, an honour he had previously given to Krystian Zimerman, two Pogorelich and Anne-Sophie Mutter.

Since then one of their main problems has been to regulate their lives to keep their musical partnership fresh. In practice they prefer to live apart (Suher still lives in Germany, Guher has her home in Bern in Switzerland) and then come together for intensive periods, which they can enjoy to the full.

Otherwise, with lively argument a necessary part of life in each others company, they would lose all chance to relax and reflect, which both of them count essential.

They each prepare the works they are due to perform on their own, but they learn everything twice-over so that they are able to play both parts. That is when they work on details. In their intensive periods of practising together they then reconcile differences over expression and work on the actual sound and colouring.

"When we are together, we

are very concentrated," they say.

Both count Guher as the more inspirational of the duo with Suher the more analytical. "The more conventional," says Guher. Against that, Guher speaks gently and Suher's voice is more likely to rise in excitement.

They have learnt not to try to analyse their special communication too consciously. Otherwise, they say, work might lose its natural expressiveness. Occasionally on stage Guher will play a trick by choosing an unexpected speed, but they know that when they perform, they must be total allies. "There can't be competition between us; on stage harmony must be there."

Their latest record is Stravinsky's own two-piano version of the Rite of Spring, a work which they are including in their Queen Elizabeth Hall recital next Tuesday. Suher's voice is more likely to rise in excitement. Through the period when they found recording distasteful. They have plans for more records and engagements lined up all over the world.

In 1986 they are looking forward to performing a concert which is being specially written for them, but they are trying to keep the identity of the composer a secret. Pieces by Bartok, Ligeti and Boulez are all in their repertoire as well as the duet music of Brahms, Rachmaninov and Ravel which they are playing in London. No, they don't feel a shortage of repertoire, and with such energy one hopes they never will.

## BRIEFING

## THEATRE

**ATHOL FUGARD'S** latest play, *The Road to Mecca*, set in the middle of the South African desert, opens at the Lyttelton. Yvonne Bryceland plays the central role, Charlotte Cornwell and Bob Peck also feature. Charlton Heston makes his West End debut in this comedy production.

**Herman Wouk's** *The Caine* Munity Court-Martial at the Queen's with Ben Cross co-starring.

**Broadway star Jack Gifford** also makes his London debut in *Look To The Rainbow* at the King's Head, a musical based on the life and lyrics of E. Y. Harburg, devised and directed by Robert Cushman. The Galway-based Druid Theatre Company bring *The Playboy Of The Western World* to the Donmar Warehouse. Jude Alderson's *The Virgin's Revenge*, directed by Phyllida Lloyd, comes to the Soho Poly. Bill Morrison's *Serap*, a political thriller first seen at Liverpool Playhouse, is the final production in the existing Half Moon Theatre.

**Actors' Touring Company** bring *Peer Gynt* to The Place and the Broomfield Arts Centre. The 1983 First Quarto Hamlet, Richmond, with Peter Guinness as the Prince. Kelly, Monteith in One plays at the Ambassadors.

**Recommended** Little Eyolf (Lyric Hammer-smith); Late Great Ibsen with Diana Rigg and Ronald Pickup. Arriving a well-timed marriage down to the bone.

**The Lonely Road** (Old Vic); Superb Schnitzler play depicting how the myth that self-hood leads to happiness. Anthony Hopkins deeply moving as a painter seeking human commitment.

**Michael Billington**

**OPERA**

**THE Welsh National Opera** Ring cycle, a step further with Siegfried (Cardiff

(tomorrow). After the underwhelming reception for Goran Jarvelli's Rhinegold and Valkyrie last year, Carl Friedrich Oberle has taken a new look at the designs. Richard Armstrong conducts. Anne Evans is Brunhilde, opposite Jeffrey Lawton's Siegfried, with Philip Joll as the Wanderer. Despite this isolated Wagner, the Spring season doesn't get properly under way until next Friday week.

**Capriccio** (Aberdeen tomorrow) marks the return of Scottish Opera to healthy vitality. Lovely between-the-works singing by Jack Notman, and idiomatic conducting by Norman Del Mar, with Ian Caddy excellent as the Count, and Margaret Marshall as the Countess. A happy way of fetching it light-hearted. Conducted by Robert Cushman. The Bartered Bride (Aberdeen tonight, Liverpool next Friday) in revival of the Pountney staging, and Barbiere di Siviglia (Liverpool tomorrow week, then to Belfast) with Lehava Gal a brilliant Rosina, Patrick Power as the Count, Russell Smythe as Figaro, Alexander Gibson conducting.

**Samson** (Covent Garden tomorrow). Jon Vickers as the warrior revival — with Americans Christopher Nance and Roger Roloff injecting panache as conductor and Karenin — of Hamilton's Tolstoy rebash. Lois McDonnell is Anna.

**Xerxes** (Coliseum tomorrow, Thursday). Ann Murray in the title role, with Valerie Masterson, Jean Rigby, Christopher Robson in support. Charles Mackerras conducts his new edition of the most entertaining Handel opera, here produced by Nicholas Hynner, designed by David Fielding. A happy way of marking Handel's tercentenary. Worth catching.

**Anna Karenina** (Coliseum, Wednesday). Last chance for warrior revival — with Americans Christopher Nance and Roger Roloff injecting panache as conductor and Karenin — of Hamilton's Tolstoy rebash. Lois McDonnell is Anna.

Tom Sutcliffe

## DANCE

**BALANCHINE'S** Ballet Imperial returns to the Royal Ballet's repertoire on Monday in a new production with designs by the painter Christopher LeBrun sponsored by the Wellcome Foundation. It shares a programme with Michael Corder's *L'Invitation au Voyage* and Kenneth MacMillan's *Diffident Drummer*. This triple bill repeats on Tuesday and on Wednesday the ballet is *The Sleeping Beauty*. Wayne Eglon has a hairline fracture of the left ankle and may be "off" for six weeks. Telephone 01-240 9815 for new castings.

At the ICA from Tuesday to Sunday next week Second Stride can be seen in Ian Spink's *Further and Further* into Night on a double bill with Hitchcock's *Notorious* which inspired it.

Tomorrow night at Chisenhale (nearest tubes Bethnal Green, Mile End) in addition to the scheduled programme a new work choreographed by Ashley

Page, Gaby Agis and Kirstie Simson will have its premiere.

**Rudolf Nureyev** will dance in *La Sylphide* with London Festival Ballet at the Royal Shakespeare Theatre, Stratford-upon-Avon next Wednesday and Thursday as a guest.

**Contemporary Dance Theatre** next week will be at His Majesty's Aberdeen in works by Davies, Cohan and Jobe.

Mary Clarke

## ROCK

**Ramones**: London Lyceum (Sunday, Monday, Tuesday). The original and definitive New York trash band, the Ramones have progressed from the minimalist masterworks of 1976 but are more than happy to drag them out

of the basement for another airing. Archie Shepp: Kentish Town Forum (Thursday). Passionate jazz activist returns to lead a quartet in this one-off appearance, with Julian Bahula's London-based Jabula in support.

**Leonard Cohen**: London Hammersmith Odeon (Monday, Tuesday). Long overdue visit by this deep-voiced bard of domestic desolation, whose raw intimacy is often mistaken for heavy-handed misery.

**New York jazz explosion** (Roy Avers / Jean Carn / Tom Browne / Lonnie Liston Smith): London Hammersmith Odeon (Saturday, Sunday). Four stalwarts who give jazz funk a good name.

Barney Hoskyns

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## Who polices the secret policemen?

As the official denials grow ever more emphatic, so the evidence about MI5 and Special Branch political surveillance gets fiercer and fiercer. Time after time during the last ten years, Home Secretaries, junior ministers and sometimes even Prime Ministers have delivered weighty but essentially obscure statements to Parliament. "Difficult area. As far as I can. Cannot go into detail. Dedicated public servants doing a vital job. No evidence of abuse. Ministers in complete control." And then, deep in the forest, a whistle blows. Sometimes a strangled cheep-cheep. Occasionally a stentorian reveille. And, once again, the dog-eared old brief is dusted off and is thrust into the hands of yet another minister of unimpeachable integrity. "Difficult area. As far as I can."

There comes a time when the old platitudes won't work any more. It is early days yet, but it looks as though that point has been reached with the as yet unbroadcast revelations of two former MI5 operatives about political targeting under this Government. The evidence of Ms Cathy Massiter and her unnamed former colleague is potentially the most important blow ever delivered to the credibility of the internal activities of the British national security state. As always with such revelations, there is a cynical, worldly-wise voice which says that there's nothing here that we didn't know and there's not a lot that can be done about it anyway. But that won't quite do, this time. Just look at the allegations of substance in the Channel 4 documentary. First, that trade unions, the peace movement and the National Council for Civil Liberties, all of which are legal, freely supported bodies, are designated subversive and are subjected to routine infiltration and surveillance. Second, that particular individuals in these movements are specifically targeted because they either are Communists, or were once, or might be, or have friends who are, or were or might be Communists. Third, that such ground rules do exist, whether public or secret, about who or what to watch and bug are flouted at the whim of the watchers and buggers.

Fourth, that Mr Michael Heseltine has knowingly used the security services and the Special Branch to spy on his political adversaries, in this case members of the CND, some of whose members are Tories. Fifth, that the Home Secretary, Mr Leon Brittan, somehow misled MPs in an answer about phone tapping of CND members.

Any one of these charges would be serious enough on its own. Added together, though, they are an exceptional indictment of this country's internal surveillance practices. But they are not exceptional when compared with revelations in two jurisdictions where the policing and parliamentary systems are closely modelled on British methods. In South Australia, in 1977, a judicial investigation of the state Special Branch concluded that it had consistently concealed its activities from the state government. The inquiry found that the Branch's files were based on "the unreasoned assumption that any persons who thought or acted less conservatively than suited the security force were likely to be potential dangers to the security of the state." The files were "irrelevant to security purposes and outrageously unfair to hundreds, perhaps thousands of loyal and worthy citizens." Is that not exactly what Ms Massiter is saying, too? Then also, in Canada in 1981, the McDonald Royal Commission on the internal security activities of the Royal Canadian Mounted Police found a similar situation. "The perception of threats to security and the concept of subversion were gradually extended to encompass a wide spectrum of groups associated with radical dissent, political, social and constitutional change and the use of demonstrations and confrontations for political purposes," it concluded. "Security service surveillance was not directed by any explicit government policy or guidelines. Nor was there explicit authorisation for a number of the investigative and counter-espionage activities developed over the years by the RCMP."

In South Australia and Canada, the revelations destroyed the security services. New machinery was created, strictly limited to combating genuine threats to the state, accountable to parliament. But it took major judicial inquiries to achieve it. What has Britain got to offer? A heavily circumscribed select committee inquiry into the Special Branch is now nearing completion. It hasn't been allowed to look at the files and its recommendations will have no effective force. MI5, by contrast, does not even exist officially. Nothing is revealed

about its structure, aims and methods save by a few dogged journalists and, as now, by the all too rare whistle blower. Additionally, there is now a Government bill to legalise telephone tapping. The bill, which creates and confirms as many problems as it solves, comes up for second reading shortly. The Channel 4 programme's allegations raise fresh doubts about the bill, because they imply that either the Home Secretary is misleading parliament about the true uses of communication interception, or else that he is himself being misled by the agencies which the bill purports to regulate. Either way, the bill will need drastic revision. And beyond that, there is now a compelling need for a full public inquiry, along royal commission lines, into internal national security surveillance by both the Special Branch and MI5.

## The fine print of futility

According to Arthur Scargill the TUC has been "deceived by the National Coal Board." It was, in turn, this supposed act of deception by the NCB over the status of its renegotiated peace plan which led to the bitterness and eventual breakdown of the past couple of days. Mr Scargill's thesis is difficult to sustain and there are few at Congress House who can, any longer, be bothered to make the effort. In fact it was precisely the unambiguous clarity of the letter from Ian MacGregor accompanying the revised document which did the damage. More accurately it allowed Mr Scargill the opportunity to do his worst — to the manifest anger and consternation of Norman Willis and his wise men. Mr MacGregor's letter stressed that the revised plan was to be "the final agreement" on the matters it covered. It was not an agenda, nor would it "form the basis of any further negotiations." This, said the coal board chief, had been confirmed to him by the Energy Secretary as being the understanding of the TUC's Downing Street team.

The document itself — confirmed in turn by the TUC chiefs as being the "best and final offer" — is non-negotiable. But this does not mean that it leaves nothing for union and management to bargain about. Far from it. Paragraph Three sets out a six month timetable for the joint negotiation of a revised Plan for Coal, described correctly, as being "of vital impor-

tance to the industry, the mining communities and the country." Paragraph Five deals with the need for "urgent talks about the constitution, membership and role of the independent review body which will examine disputed 'economic' pit closures. The union is given a written assurance that no closures will be attempted which bypass or precede the planned review body and that the review procedures will not be taken by the NCB as a no-strike agreement. If the miners wish to reject any particular tribunal ruling and strike to keep a disputed pit open, they will be legally and morally free to have a go. All issues not covered by the document — which include such crucial matters as the fate of the 600 "criminals" sacked by the board and the wage claim pending since last year — are open to negotiation in the normal manner.

In reality, the one and only thing which is not open to negotiation as far as the board and the Government are concerned is the preamble to the statement. This balances the board's duty to manage the industry efficiently against explicit NCB recognition that the union "represents and advances the interests of its members and their employment opportunities." The statement further notes the board's firm view (which the union is not invited to endorse) that "the interests of all its employees are best served by the development of an economically sound industry." Coupled with the new review procedure, this is a substantial watering down on the board's initial plan to wield the axe, unilaterally, at any pit not showing a profit in the crudest of accountancy terms. It is a positive improvement upon a policy which was both provocative and of dubious social or cost accountancy benefit.

The need for a clean and coherent negotiated settlement of this decaying dispute remains as compelling as ever — for the union and for the industry as well as for the nation. Mr Willis was eventually able to bring to the miners the framework for such a settlement after, belatedly, being invited to Downing Street and to the Department of Energy. It was an honourable and decent framework and the NUM executive tore it up. There will, alas, be no more such frameworks around for a time.

## A bizarre Balkan problem

The unfair custom of visiting the sins of the fathers upon the children unto the

third and fourth generation, as favoured by the God of the Old Testament, is a function which too much of the human race is still, and increasingly, ready to usurp. Jews and Germans, Irish and English are just a few of the peoples who know all about it, whether on the giving or the receiving end. The latest instance to be reported or both. The latest instance to be reported is a new outbreak of Bulgarian persecution of the Turkish minority (of perhaps) some 800,000 people left over from half a millennium of Ottoman rule.

While Turkish rule was no picnic for the Bulgars, it was brought to an end all of 107 years ago by the Russians, who thus remain more popular in Bulgaria than any other elsewhere on earth. Under Communist rule since the Second World War, the Bulgars have been trying in fits and starts to "assimilate" the ethnic Turks by a series of rather ham-fisted measures. Because outside observers have been unable to penetrate the affected areas, information is sketchy, but it has proved enough to prompt the Turkish parliament in Ankara to hold a secret session this week to see what, if anything, can be done about it. There seems to be no dispute that the Bulgars are engaged in forcing the minority to shed Turkish names and adopt Slavic ones. The goal seems to be the elimination of all Turkish names in time for a census due at the end of the year.

As such it may appear no more than a case, albeit a special one, of bureaucracy gone somewhat bananas, the same kind of logic and mania for order which once led the Prussians to hand out all those botanical surnames to Jews who had been quite content to call themselves Isaac son of Abraham and the like. But it is even more eccentric than that because the Bulgars earnestly insist that they attach enormous importance to good relations with their neighbour, Turkey; they even asked Sir Geoffrey Howe to convey a suitably emotive message to this effect the other day when he flew from Sofia to Ankara. Fortunately for Bulgaria the Turks attach just as much weight to bilateral relations, notably in the economic sphere, and have so far proved reluctant to rock the boat. But unless the facts of the matter are openly disproved — somebody ought to speak up for the victims; and if Turkey fails to do so it is hard to imagine anyone else taking the trouble. To the rest of the world, it probably looks like one of those "damned foolish things in the Balkans." Bismarck used to talk about.

## LETTERS TO THE EDITOR

### A view of the Belgrano through the Vietnam looking-glass

Sir—While awaiting the return of St Francis from holiday I was interested to note Michael White (Guardian, February 19) refer to the Ponting/Belgrano affair in assessing the reaction of the Right to CBS and the liberal media after General Westmoreland's tactical withdrawal from his multi-million dollar Viet Cong.

As a rather naive 23-year-old I recall interviewing US Representative ("your friend and congressman") Otto E. Passman in Hong Kong (early 1964) after his fact-finding trip to Saigon and foolishly asking if negotiations might resolve the (undeclared) Vietnam conflict. "The Vietcong are nearly all dead — there won't be any more left to talk by Christmas," he informed me.

Soon afterwards a sombre Senator Mike Mansfield, after his visit to Saigon, could mutter only a terse "No comment."

1964 was election year in America. President Johnson, by all accounts, had already rejected a flexible (nuclear) response to the Vietnamese quandary. With Canadian Premier Lester Pearson's help, an envoy of the International Control Commission went to Hanoi (twice) to exchange views. UN Secretary-General U Thant offered direct North Vietnamese-American talks secretly in Burma.

A plan by which the US could quietly withdraw from Vietnam was considered in Washington... at a time when total US casualties were less than 1,000. Instead of a negotiated settlement, Johnson had General Maxwell Taylor appointed ambassador to Saigon and General William Westmoreland installed as commander.

The controversial attacks on the USS Maddox were then reported, culminating in the Tonkin Gulf Resolution in Congress and the immediate bombing of North Vietnam. In March 1965 the first 3,500 Marines came ashore at Da Nang (after the election) and ultimately US casualties rose to 550,000 at a cost of billions of dollars. The Tonkin Gulf "incident" — like Pearl Harbour before and the General Belgrano since — were points of no return.

The American policy of being seen to be winking and alive and well, whatever the realities or costs, was not of Westmoreland's making. He merely inherited it. The final Vietnam irony was the Paris accord of 1973 which resembled the pre-Tonkin 1964 option.

That political exigency superseded military risk is academic. And that nobody from Mrs Thatcher, her ministers, commanders, down to Michael Mates and all could produce a corroborative version of the Belgrano's sinking is somewhat irrelevant.

That it was sunk, however, with heavy loss of life as a premeditated act of escalation is certain. What is not certain is whether it was necessary.



you can hardly expect Mrs Thatcher to now. I just believe that the pressure of economic sanctions and world opinion while taking a little longer would not only have achieved the same result but would also have brought us enormous prestige, and respect from all corners of the globe, particularly from Tony Benn.

—Yours faithfully, Geoffrey A. Giras, 94 Oxford Gardens, London W10.

### Embrace it!

Sir—It is as easy, and as necessary, to point to contradictions in Irish society as it is difficult fully to address them. It is apt to observe (Leader, February 19) that the bill at present before the Dail is designed to go some way towards fulfilling certain recommendations contained in the Forum Report; But it must be remembered that the question on which it focuses has long been an important social and political issue in the Republic itself.

Moreover, it is not clear that the homogenisation of institutions in the Republic and in the North would create a climate propitious to unification, and more importantly, it is misleading and, I believe, dangerous, to suggest that certain issues would cease to be problematic once unification had been realised.

The sacrifices, or, rather, the measures, which are undoubtedly necessary to render the border meaningless will inaugurate new problems rather than abolish existing ones, and it is essential to recognise that opposition to certain current measures reflects opinion which would not only continue to be a political force, but which would be strengthened, perhaps, in a united Ireland. To the extent that this prospect bears on political initiative now, it cannot be viewed as a false grievance.—Yours faithfully, Patrick O'Donovan, Jesus College, Cambridge.

the head of the civil service, and the head of the secret service in this matter, with a view to radical change in the interests of economy. —Yours sincerely, David Cregan, 76 Wood Close, Hatfield, Hertfordshire.

Sir—Should Henrietta Shaw, the new Cambridge cox, be seeking advice from her father's Ministerial colleagues as to how much she should say in the event of any dispute over whether she was steering towards or away from Morlake on Boat Race day? Yours faithfully, Peter Barnes, 21 Banner Road, Milton Keynes, Buckinghamshire.

Sir—The pro-Ponting letters in your correspondence columns last week totalled no less than 17, with none against. I wonder if the writers of these letters have troubled to read a full transcript of the debate in Parliament on May 18. If so, they may well conclude that their hero is not quite the sea-green incorruptible he makes himself out to be.

As we all know, the law is an ass, but a jury can be, sometimes.—Yours sincerely, John Dege, 44 Audley Drive, Warrington, Surrey.

Sir—John Rodda complains (Sports Guardian, February 18) that Zola Budd's racing was stopped last Saturday. Unfortunately, she was sacrificed on the altar of misguided protest that, if it had any validity at all, should have been made at the steps of the Home Office or the home of Sir David English.

Ms Budd has shown no unwillingness to be used as a tool by apartheid's backers in Britain. Her successes on the sports fields here are celebrated in the white South African press as another brick in the wall of apartheid. Budd runs for apartheid. Budd Group protested against Budd at Crystal Palace last year, black women were manhandled by the police and ejected. No report from John Rodda.

Rodda continues: "The noble cause of anti-apartheid organisations has been smothered by those who use their names for such events as thrushes rose up from the leaf litter in the snow-free woods to wait high in the trees until we had passed. In common with thousands of their kind, they had recently arrived from the frozen regions of Europe to the north and east. Even here, in the south, however, the earth was too hard for them to probe, so their desperate search for food had driven them into the shelter of the trees. Beyond the wood, out on the open heath, meadow,

Owen about how one nuclear submarine in the area could keep the Argentine at bay with no trouble. Mrs Thatcher, said Mr Callaghan, doubtless had a submarine down there now doing just that.

According to John Stanley she had six. Not perhaps before April 2, when they certainly didn't stop the invasion, but evidently before May 2, when they also certainly couldn't find the aircraft carrier that was doing all the damage. Of course, the poor things couldn't talk to one another, and had difficulty getting through to Northwood, except on a very crackling line, but again according to John Stanley, at least the Russians were kept in the dark about them.

Is that it, then? Was the ensuing web of fibs and half-truths, and "I was away on holiday, wasn't I" all designed to hide from the Russians the fact that our nuclear submarines don't work any better than any other human institution? Or was it designed to hide from the British the fact that Mrs Thatcher doesn't work any better than any other human institution?

Which ever it is, it seems to me very wasteful and inefficient, and I think the chairman of some suitable sub-committee should be given a committee to investigate the roles of the head of the war cabinet,

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pipits and fieldfares fitted ahead of us, refugees like tall redwings from colder climes. Suddenly a group of seven fallow deer appeared from a clump of trees and bounded away through the heather, their short, tufted tails bolt upright in alarm. At the front was a large white stag. In most circumstances, he would have looked pure white but today, seen against the dazzling cleanliness of snow, she looked creamy and dull. The deer paused briefly away to our left at the edge of Sladen Wood, gave us one last look, and then melted into the trees. As our circuit route took us back once more into the oak wood, a woodcock flew up from beneath our feet. Finally, intense, high-pitched peep-peep! call made us look up to see a lesser spotted woodpecker foraging among the skeletal branches of the tall oaks.

Sir—Collets' directors are most impressed and heartened by the degree of support expressed for our London Shop and the major role it has played in the political life of Britain. (Letters, February 21). We only wish that such support had been consistently forthcoming during the years of the recession, which has hit Collets' retail trading operations in the same way that it has affected other bookshops.

The current plans for saving on overheads are based firmly on the continuation of our traditional role, especially as we have the advantage of a large modern shop secured by a long lease running up the road. Job reduction would be minimal and a no-redundancy offer has been made.

We hope all the goodwill expressed by individuals and organisations about Collets' and its role will be shown in a tangible manner in what we propose to be our new location. —Yours faithfully, Eva Skelley, (Managing Director), Collets, Wellingtonborough, Northants.

Sir—Olga Franklin was not a "money writer" (Guardian, February 13). She was a features journalist and one of the first women on Fleet Street.

You are right: she was once made redundant, but is this appropriate information for an obituary? She was then over 60 and went on to make a busy freelance career broadcasting and writing general features and items on Russian affairs in particular. And she did live in London, but in Birmingham.

She would have been furious with your notice, as is her family.—Yours sincerely, Annette Giles, London N16.

Sir—We were told last week that if a shop-keeper clears snow and ice in front of his shop (cf. Letters, February 18) and someone subsequently slips on any ice remaining, the shop-keeper is made to clear the pavement and someone slips, the local authority is liable.

How can local authorities afford to defrost all our pavements, especially if they thus become liable for any damages?—Yours faithfully, Ann Keest, Chalfont St Peter, Bucks.

### Miscellany at large

Sir—Collets' directors are most impressed and heartened by the degree of support expressed for our London Shop and the major role it has played in the political life of Britain. (Letters, February 21). We only wish that such support had been consistently forthcoming during the years of the recession, which has hit Collets' retail trading operations in the same way that it has affected other bookshops.

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### Acorn's heart of oak

Sir—In the matter of Acorn Computers and the BBC Micro, the central criticism has been that the BBC Micro is now an old design, uses a central processor chip which is no longer "state-of-the-art," has insufficient memory and, worst of all, has not reduced in price since it was launched. Acorn is accused of complacently accepting the huge sales that resulted from the BBC name and prestige, instead of using these as a springboard for imaginative development of a super-successor.

I do not intend to dispute any of these accusations, not to argue that they may well be virtues rather than vices. The BBC Micro was never envisaged as a "stand-alone" computer, dependent solely on its own processing power, and memory resources. The original BBC specification (for which the accolade) was for a machine with an array of connections by which it could be hooked to other equipment, plus basic facilities (such as a "Basic" language, supergraphics and a galaxy of "user-definable" keys) that would exploit the other equipment to the full.

It was thus inevitable that the machine would reach full potential at least two or three years after its launch, when software houses and other equipment manufacturers had done their bit. That time has now arrived, as on Russian affairs in particular. And she did live in London, but in Birmingham.

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Like the young men in charge of many new technology companies, the Acorn management has shown their inexperience in handling rapid business expansion while preserving liquidity and have made some serious business errors. The 7 are in a difficult competitive, dynamic industry and no-one underestimates the problems they face: to raise cash to survive this time and flourish in future. However, they are rapid learners, have a committed staff, a basis of public goodwill that wants to see them survive. The press should give them a fair chance to pull it off. —Yours sincerely, Joe Vogler, 40 The Avenue, Roundhay, Leeds.

### Taking Telecom off the bleep

Sir—The tone your reader E. Bennett (Letters, February 18) bears during operators calls on our latest push-button payphones was introduced to enable our operators to know that a payphone is being used. They can then ensure the right charges are made, so eliminating possible fraud. We admit this is a crude

device, but unavoidable because, as yet, the equipment in a great many exchanges is not as up-to-date as the new payphones themselves. However, we accept that the tone is intrusive and we are getting rid of it as soon as we can.—Yours sincerely, N. J. A. Kane, British Telecom, 152 Cromwell Tower, London EC2.







## 18 FINANCE FOR SMALL BUSINESSES

This special report, written by Clive Woodcock, lays out the various techniques for raising and attracting capital. He starts, below, with a word of warning

## Remember the Genghis Khan imperative

LACK of real understanding of what business is all about together with ineptitude in financial management on a large scale is increasingly being recognised as a major problem in the development of the small business sector. The problem has been recognised not only in such studies as the Robson Rhodes report on the loan guarantee scheme but also in a range of academic studies and by those involved in providing funds for smaller firms.

Robson Rhodes, for example, pointed out that classic mistakes arose because of the failure of loan guarantee scheme borrowers to appreciate the consequences of basic business decisions, such as on pricing.

"A lack of sales volume causes the borrower to lower his prices. Turnover grows but margins decline and his working capital needs to become greater not smaller. He has to work harder to stand still and is often left bemused."

A business whose proprietor had "handle on the figures" and some ability to manage was more likely to survive than one which had not, they said.

An academic study of patterns of successful start-ups by Tom Milne and Marcus Thompson of Glasgow University revealed that financial management skills were a factor of prime importance, indeed the fulcrum of business development.

Another Scottish researcher, Robert Arnold-McCulloch of Queen Margaret College, Edinburgh, found that a high proportion of firms prepared sales and cash forecasts essentially to satisfy lenders rather than to use as planning techniques within the business itself.

He also found that there was virtually no evidence of the use of breakeven analysis techniques.

The concept of breakeven point is one which Brian Warnes, managing director of Midland Bank Venture Capital

particularly emphasises. He defines breakeven point as the level of sales needed to cover all costs.

He takes a very different view from the popular belief that increasing sales is the only way to tackle losses. He believes that a company is better advised to concentrate its efforts on cutting the gap between break-even and actual sales.

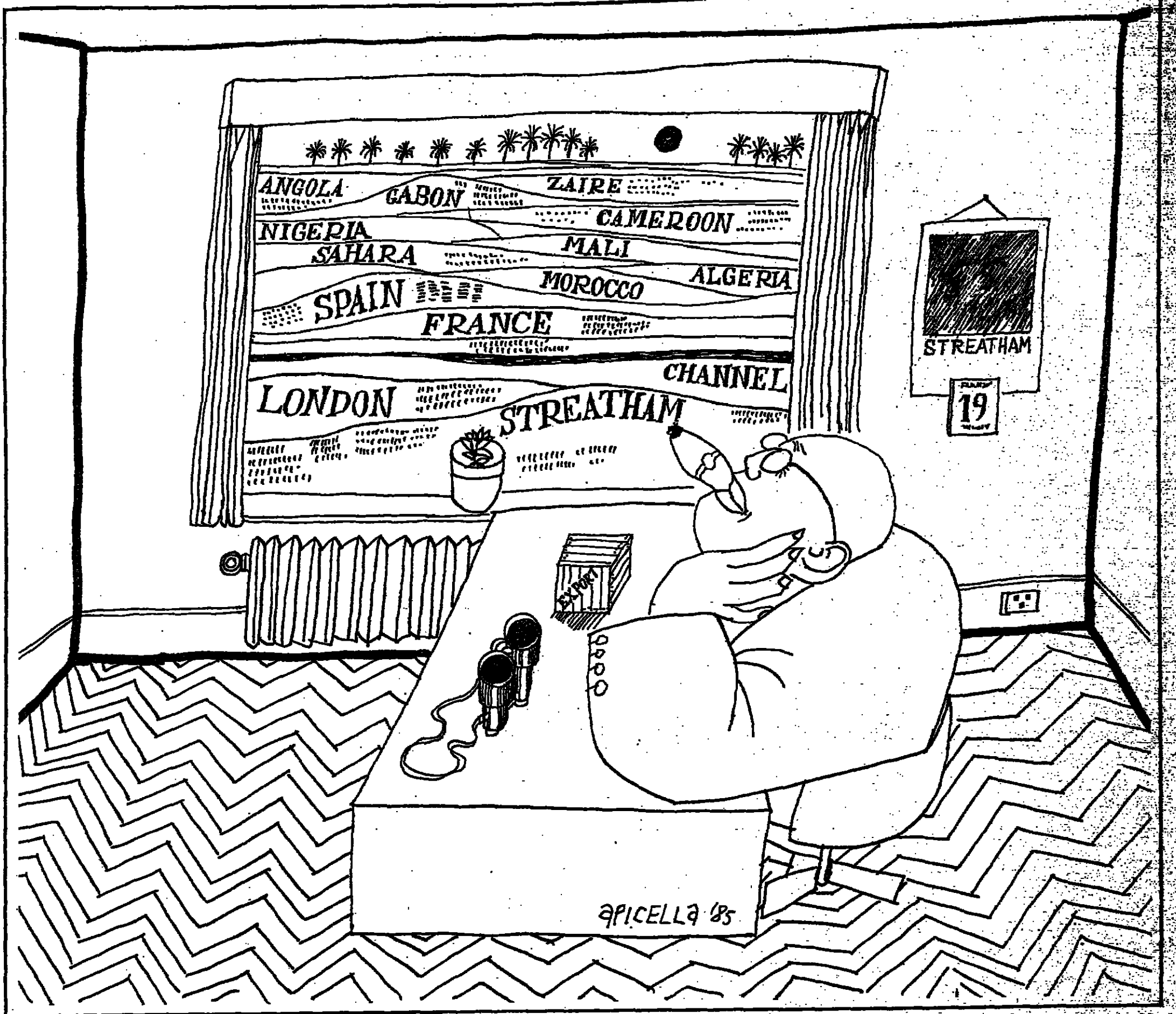
This could be realistic at half or even a quarter of existing turnover by reducing fixed costs and improving gross margins, the difference between sales and variable costs. It may sound obvious but surprisingly few either understand or practice this concept.

Mr Warnes urges businesses to adopt what he calls the "barrow boy" approach, in which the concentration on cash is pre-eminent. The barrow boy he sees as a market trader "par excellence... at any moment of the day he knows exactly what he can, what he must, get for his product and this may change several times."

He also emphasises the importance of cash flow, summing it up succinctly in his flamboyantly titled book *The Genghis Khan Guide to Business* — "Unless the wages can be paid on Friday, every Friday, there will be no more Fridays on which to continue in business, however good the product potential and however good the skills of the management team."

It may seem strange to dwell so long on financial management in the introduction to a special report on sources of finance but in fact the point is similar to the one which Mr Warnes makes about cash flow.

The point is that knowing about and drawing upon a legion of sources of funds will be of no use whatsoever unless the business manager who gets his hands on the cash truly knows what he or she wants them for, how to deploy them and how to control and manage them.



The exporter's reverie: page 23

● PAGE 19 Where to go for a loan ● PAGE 20 Keeping chaos out of co-ops ● PAGE 22 Preparing to meet your debts ● PAGE 23 High tech — Low return? ● PAGE 24 Dabbling in the European money markets

# What can the Small Firms Service offer your business?

WHAT ARE THE WAYS IN WHICH WE CAN RAISE MORE CAPITAL? WHERE CAN I GET TRADE DISCOUNTS? DO WE NEED TO GIVE WRITTEN CONTRACTS OF EMPLOYMENT? CAN I GET TAX RELIEF FOR INVESTING IN MY OWN BUSINESS? HOW DO I FIND OUT ABOUT MANAGEMENT ACCOUNTS? I'VE GOT FORM B13/27a/YTS ON MY DESK. WHAT'S IT FOR? HOW DO I BENEFIT FROM THE BUSINESS EXPANSION SCHEME? IF WE ADD ANOTHER STOREY TO THE OFFICE, WILL WE NEED FIRE ESCAPES? DO WE QUALIFY FOR A DEVELOPMENT GRANT? CAN OTHER PEOPLE GET TAX RELIEF FOR PUTTING MONEY INTO MY BUSINESS? WHY IS VAT CHARGEABLE ON SOME GOODS AND NOT OTHERS? ARE THERE ANY ACCOUNTANCY EVENING CLASSES IN MY AREA? WHAT IS ZERO RATING FOR VAT? WILL I NEED AN EXPORT LICENCE IF WE FOLLOW UP THAT JEDDAH ENQUIRY? AND IF SO, HOW DO I GET ONE? IF I TAKE ON SOME YTS TRAINEES, WHAT ARE MY RESPONSIBILITIES? DO ALL BUSINESSES HAVE TO REGISTER FOR VAT? WHAT IS THE DIFFERENCE BETWEEN VENTURE CAPITAL AND DEVELOPMENT CAPITAL? WHO DO I TALK TO ABOUT RAISING EQUITY CAPITAL? IF I SET UP A SUBSIDIARY, CAN IT OPERATE FROM THE SAME PREMISES? HOW DO I ARRANGE A COMPANY PENSION SCHEME? WHO DO I TALK TO AT THE TOWN HALL? HOW DO WE TENDER FOR GOVERNMENT CONTRACTS? IS MY BUSINESS IN AN ASSISTED AREA? HOW CAN I IMPROVE MY QUALITY CONTROL? WHO'S MY NEAREST SUPPLIER OF REFRIGERATION UNITS? DO I HAVE TO PAY SOMEONE IF THEY'RE ON DAY RELEASE? CAN I PATENT OUR PACKING PROCESS? IF SO, HOW? ARE THERE ANY GOVERNMENT SCHEMES TO HELP SERVICE INDUSTRIES? WHAT'S THE BEST WAY TO CHOOSE AN ARCHITECT? WHICH COMPUTER AND SOFTWARE PACKAGE BEST SUITS MY BUSINESS NEEDS? DO I HAVE TO GIVE WRITTEN CONTRACTS OF EMPLOYMENT? CAN I CHANGE THE WAREHOUSE OVER TO FACTORY USE? WE NEED TO ADAPT OUR MACHINES FOR THE 500KG BAGS. WHO CAN TELL ME HOW? WHAT ADVANTAGES ARE THERE IN SETTING UP IN AN ENTERPRISE ZONE? IS THERE A LOCAL ENTERPRISE AGENCY IN MY AREA? HOW DO I FIND OUT ABOUT GETTING INTO EXPORT MARKETS? ARE THERE SPECIAL TRAINING COURSES AVAILABLE FOR SMALL BUSINESSMEN? WHAT'S A SLEEPING PARTNER'S LIABILITY? HOW DO I FIGHT A COMPULSORY PURCHASE ORDER? HOW DO I GO ABOUT SHOWING MY PRODUCTS AT OVERSEAS TRADE FAIRS? WHERE CAN I LEARN COMPUTING SKILLS? WHAT BENEFITS ARE THERE IN EMPLOYING OR TRAINING YOUNGSTERS? HOW CAN I FIND OUTSIDE INDIVIDUALS WHO MIGHT WISH TO INVEST OR BECOME PARTNERS IN MY BUSINESS? HOW DO I GO ABOUT IMPROVING THE DESIGN OF MY PRODUCTS? WHAT'S THE PROPER PROCESS FOR DISMISSAL? WOULD A STAFF CANTEN BE TAX DEDUCTIBLE? HOW LONG DO WE NEED TO KEEP OUR TAX RECORDS? WHERE CAN I GET HOLD OF INDUSTRIAL FANS? I'D LIKE TO SET UP A PROFIT-SHARING SCHEME. WHAT ARE THE DRAWBACKS? HOW DO I PREPARE A BUSINESS PLAN? HOW CAN I ARRANGE ADDITIONAL FINANCE WITHOUT OFFERING SECURITY? IS IT POSSIBLE TO BORROW AT FIXED RATES OF INTEREST? CAN A BUSINESS QUALIFY FOR LEGAL AID? DO I HAVE TO PAY RATES ON A TEMPORARY BUILDING? CAN YOU PROMISE THAT THIS CONVERSATION WILL BE CONFIDENTIAL? AM I MAKING FULL USE OF TAX INCENTIVES FOR BUSINESS? I'D LIKE TO LEARN MORE ABOUT MARKETING. HOW DO I GO ABOUT IT? CAN I OFFER MY CUSTOMERS CREDIT? IF THE LEASEHOLD OF MY PREMISES CHANGES HANDS, CAN I BE EVICTED AGAINST MY WILL? WHAT IS FACTORING? IF WE RUN A FEW SMALL ADVERTS IN THE LOCAL PAPER, WHAT AM I ALLOWED TO SAY IN THEM? HOW DO I GO ABOUT BUYING OR SELLING A BUSINESS? WHICH WOULD BE THE BETTER WAY OF GETTING A NEW VAN? BUYING OR LEASING? CAN I OPERATE A BUSINESS FROM MY HOME? CAN LAST YEAR'S LOSS BE OFFSET AGAINST THIS YEAR'S PROFIT FOR TAX PURPOSES? WHERE CAN I FIND CHEAP STORAGE SPACE IN THIS AREA? WHO DO I TALK TO ABOUT SENDING MY SECRETARY ON A FIRST-AID COURSE? WHAT ACTION CAN I TAKE WITH SUPPLIERS WHO ARE CONSISTENTLY LATE WITH DELIVERIES? ARE THERE ANY ON SITE TRAINING RESEARCH? IF I USE MY OWN CAR FOR BUSINESS TRAVEL, IS MY INSURANCE STILL VALID? WHO'S MY NEAREST MANUFACTURER OF EXPANDED POLYSTYRENE BOXES? WHAT SORT OF SERVICE DOES A PR CONSULTANT OFFER? CAN I GET A GRANT FOR INSULATING MY PREMISES? HOW DO I SET UP A PARTNERSHIP? DOES CAPITAL TRANSFER TAX APPLY TO BUSINESSES? CAN I MAKE STRUCTURAL ALTERATIONS TO RENTED PREMISES? DO PARKING TICKETS COUNT AS A LEGITIMATE BUSINESS EXPENSE? DO I NEED PLANNING PERMISSION TO PUT UP A NEON SIGN? IS VAT RECLAIMABLE ON CLIENT LUNCHEONS? ARE THERE ANY ON SITE TRAINING SCHEMES SUITABLE FOR US? CAN WE OPEN OUR SHOP FOR SUNDAY TRADING IF ONLY FAMILY MEMBERS SERVE? WHO DO I APPROACH ABOUT GETTING A MARKET STALL? IS THERE A MINIMUM HOURLY WAGE FOR OUTDOOR MACHINISTS? SHOULD WE KEEP A NOTE OF VAT PAID ON VERY SMALL ITEMS? HOW CAN I FIND OUT ABOUT FRANCHISING? I EMPLOY THREE PEOPLE, TWO WOMEN AND A MAN, DO WE NEED TO INSTALL SEPARATE TOILETS? WHERE CAN I GET HOLD OF ICE MAKING EQUIPMENT? SHOULD I GIVE PAID MATERNITY LEAVE TO A PART-TIME EMPLOYEE? WHAT OTHER CLASSES OF INSURANCE SHOULD WE CONSIDER? HOW DO I FIND AN ACCOUNTANT WHO KNOWS ABOUT MY PARTICULAR KIND OF BUSINESS? IF I SHARE A BUILDING WITH OTHER FIRMS, HOW CAN I SET ABOUT HAVING COMMUNAL ENTRANCE ALTERED IN LINE WITH MY OWN IDEAS? HOW CAN I GET SLOW-PAYING CLIENTS TO PAY MORE QUICKLY? HOW DO I COPE WHEN A SUB-CONTRACTOR GOES BANKRUPT? IS THERE ANY FINANCIAL TAX ADVANTAGE IN HAVING MY WIFE/HUSBAND ON THE BOARD OF MY COMPANY? WHAT HELP WILL I GET TO EMPLOY DISABLED PEOPLE? WHAT SIZE OF CAR GIVES MY COMPANY THE BEST TAX ADVANTAGES? DO I NEED AN IMPORT LICENCE? WHAT ABOUT CLEANING AND MAINTENANCE OF RENTED PREMISES? CAN I GIVE SEASON TICKET LOANS TO EMPLOYEES? WHAT IS MY POSITION IF MY FIRM IS TAKEN OVER BY A RECEIVER? MUST I PROVIDE PROTECTIVE CLOTHING? CAN I LEGALLY DISSOLVE A PARTNERSHIP WHEN THERE ARE SERIOUS DIFFERENCES AMONG THE PARTNERS? WHAT EXACTLY IS A 'HOLDING' COMPANY? HOW DO I FIND SUPPLIERS OF THE MACHINERY I NEED? WHAT ARE DEBENTURES? WHAT FIRST AID FACILITIES MUST I PROVIDE? CAN I EMPLOY PEOPLE FULL-TIME WITHOUT BEING RESPONSIBLE FOR THEIR NATIONAL INSURANCE? CAN I SUB-LET PARTS OF MY BUSINESS PREMISES WITHOUT PERMISSION FROM THE LANDLORDS? HOW DO I WORK OUT NATIONAL INSURANCE CONTRIBUTIONS? IF I AM ILL, CAN I BE SUED (RATHER THAN MY FIRM) FOR ANY BREACH OF CONTRACT? CAN I TAKE ON A NON-UNION WORKER IF MY EXISTING UNIONISED WORKERS OBJECT? IF I OUTGROW MY PRESENT PREMISES, HOW DO I DEAL WITH THE REMAINING PERIOD OF MY RENTAL AGREEMENT? WHAT INFORMATION DO I HAVE TO PROVIDE TO COMPANIES HOUSE? WHAT REGULATIONS MUST I COMPLY WITH IF I TRADE UNDER ANOTHER NAME OTHER THAN MY OWN? HOW CAN I FIND OUT ABOUT HEALTH AND SAFETY REQUIREMENTS? HOW CAN I ENSURE THAT MY FAMILY KEEPS CONTROL OF THE BUSINESS AFTER MY DEATH? WHAT ARE EXPORT CREDITS? HOW CAN I FIND OUT IF AN OVERSEAS CUSTOMER OR SUPPLIER IS GENUINE? SHOULD I IMPROVE MY MANAGEMENT ACCOUNTING? WHAT ARE THE FACTORY ACTS? HOW DO I PREPARE CASH FLOW FORECASTS? WHAT REGULATIONS GOVERN THE MANUFACTURE OF COSMETICS? WHAT RULES GOVERN TRANSPORT AND STORAGE OF CHEMICALS? DO I NEED A LICENCE TO TRADE IN IVORY? HOW DO I APPEAL AGAINST RATE ASSESSMENTS? WHAT SHOULD I KNOW ABOUT THE RACE DISCRIMINATION LAWS? AND THE SEX-DISCRIMINATION LAWS? WHAT ARE THE STATUTORY REQUIREMENTS, IF ANY, REGARDING STAFF HOLIDAYS? WHERE CAN I GET THE BEST ADVICE ON FUEL-USE? WHAT ADVANTAGES ARE THERE IN BEING A PRIVATE LIMITED COMPANY RATHER THAN A PARTNERSHIP? I AM DEVELOPING A NEW PRODUCT. WHAT'S THE DIFFERENCE BETWEEN A REGISTERED TRADE MARK AND A PATENT? WE WANT TO TAKE ON MORE PEOPLE, BUT WHAT HAPPENS IF WE CAN'T KEEP THEM?

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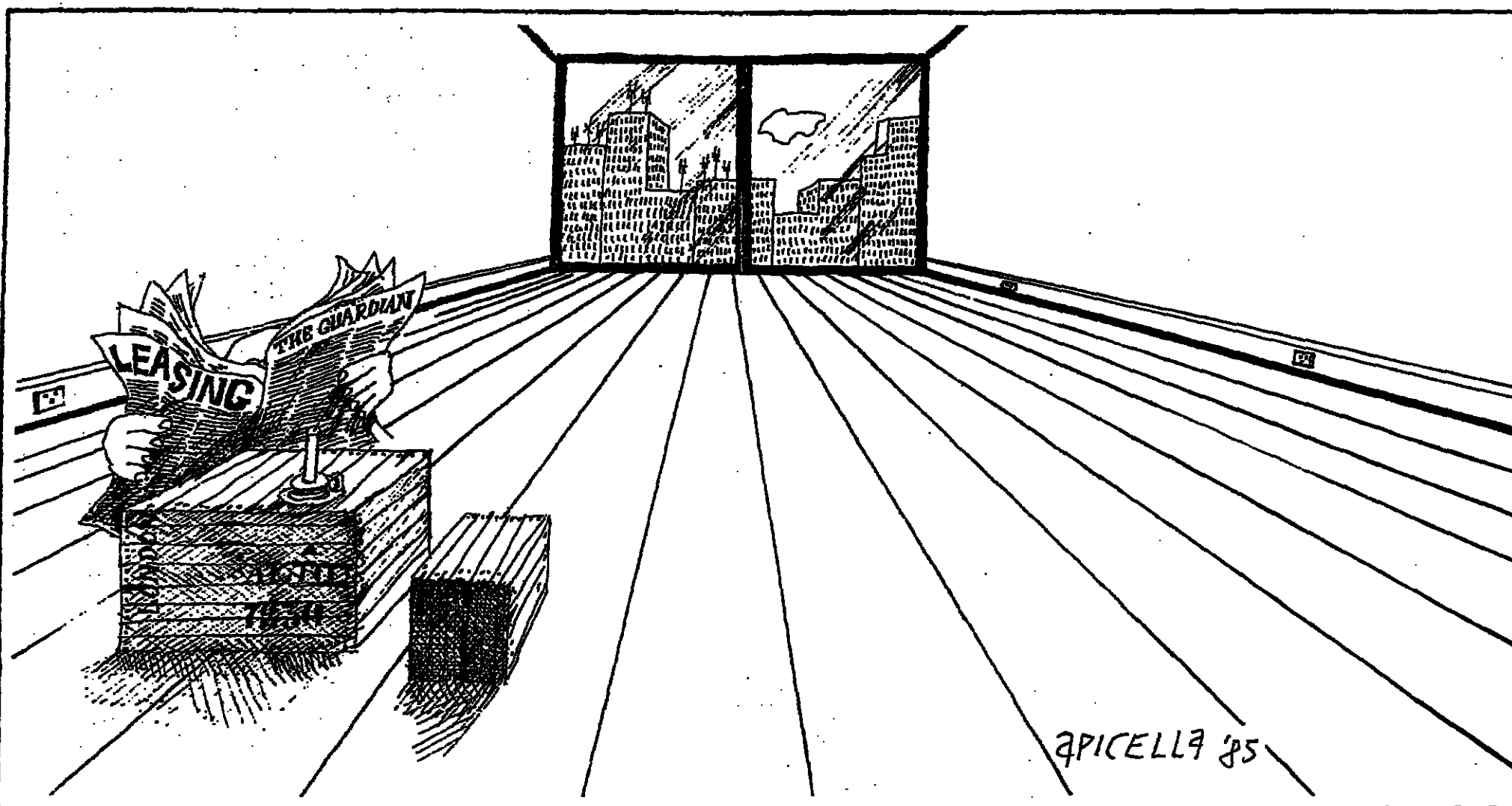
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## FINANCE FOR SMALL BUSINESSES



### Give your company a new lease of life

ACQUIRING expensive assets can cause serious damage to a company's bank balance, especially at a time when firms are emerging from recession with severely strained resources, but there are ways of easing the pressure of debt and yet have the equipment in place when it is needed.

The answer is leasing, a system long been used by large companies but one of which smaller firms are becoming increasingly aware.

Through leasing a firm has the use of an item of equipment but pays for it out of revenue; for tax purposes the payments made are charged against revenue, helping to reduce a firm's tax charge. Leasing is not considered as borrowing and the company's gearing is not therefore increased as it would be if a loan was taken to buy the asset.

This method of financing actually reduces gearing when a firm replaces older assets, thereby bringing in

effect new working capital into the company. One of the factors which a business valuing a leasing contract has to consider is how it can use the funds which would otherwise remain locked up in an item of machinery bought outright.

The user gains benefits from not having to spend time battling with bureaucracy in trying to obtain the various grants which can be provided by government, leaving that to the leasing company which actually provides the finance.

The leasing company, of course, benefits from the tax allowances available though these were sharply curtailed in the 1984 Budget. By leasing equipment a business is able to calculate its cash flow more easily as payment has to be made at regular intervals and in known amounts. Provided the firm pays on time, the leasing company cannot cancel the lease or change the payments, even if there is a change in economic conditions during the term of the lease.

The user is immediately able to work out the real cost of an asset over its period of use without the complexities of taking into account depreciation, grants, and allowances. It is possible to obtain terms in which rentals vary with tax changes or money costs but any firm which is looking for certainty will obviously find the fixed term contract more attractive.

There is a substantial degree of flexibility in negotiating the terms of a lease so that a company which suffers from seasonal variations in cash flow, such as in the tourist trade or farming, can have its payments organised to take account of this. Even though inflation is now relatively low it must still be taken into consideration as although the firm is obtaining immediate use of the asset, payments come out of future earnings so that real costs will be falling during a period when payments are fixed in money terms.

On the other hand, the leasing company also takes inflation into account and builds its guess into charges it makes.

A lease will generally run for three to five years, with the longer period being the more usual, though for items such as office equipment three years can be expected to be the maximum.

Decisions on replacing obsolete equipment can therefore — in theory at least — be made more easily as the temptation to hang on to a piece of machinery after the end of its real economic life, in the mistaken belief that it is "costing nothing," is removed.

Through leasing, a firm should be more likely to equip itself with what it really needs to cope with future demand instead of losing opportunities and profits because of inadequate and outdated equipment.

All this does not mean that everything should be leased and nothing bought outright. Leasing should be part of a balanced mix of finance and a

business should not be any more over-committed to leasing than any other form of finance.

Leasing is a financial commitment which the lessee must be in a position to meet; in other words the cash must be available to pay the rental on the due date, even though it is not considered as borrowing or involve charges on any other assets as security.

The need to tie up capital in fixed assets may be removed but the business must carefully consider the uses to which the equipment is going to be put and the income it can generate or help to generate.

Costs of leasing vary as much as the scale of the equipment which can be leased. One way of making comparisons is — as all the clearing banks have leasing subsidiaries — to ask for a quote from your own bank to use as a benchmark, though obviously the quotations from others must be on a comparable basis.

One way of ensuring this is to ask for quotes of so many pounds per £1,000, which will give a common base. Also ensure that terms are quoted at fixed rates, if that is what is required, and are not subject to variations for one reason or another.

There are several different forms of leasing: finance leasing, operating leasing, and sales-aid leasing. Another form is contract hire as are rental, hiring, or plant hire, the main difference being that the leasing companies actually buy the equipment and hold it in stock, lending it out for specific periods of time.

In all cases the leasing company retains ownership of the equipment, which will become the property of the firm to which it is leased only if it buys it at the end of the leasing term.

Information and addresses of leasing companies can be obtained from the Equipment Leasing Association, 18 Upper Grosvenor Street, London W1X 9PB.

## Going out for a penny being in for a pound

FOR THE high flyer who is starting a business on a substantial scale there can scarcely be said to be a shortage of sources of finance to pave the way, but for the small beginner — which means the majority — the opportunities remain limited and could even be declining.

The micro-firm probably only needs £5,000, £10,000 or £15,000 to get off the ground, but it is these very sums which are hardest to find. It may be argued that the many of the people who believe they only need a small sum to get started are sowing the seeds of their own failure by under-capitalisation at the outset.

The observation has more than a grain of truth in it but even so, there are many types of project which could well see their way to a viable future even on such minute scale amounts. There is undoubtedly a gap in the market, but one for which it is difficult to offer constructive suggestions as a remedy.

One possible solution which has been suggested recently by a small firms' representative organisation, the Association of Independent Businesses, is loans through building societies based on additional mortgages secured on the increased value of a property.

It is not as fanciful an idea as it might first appear because the AIB has identified a number of building societies who are prepared to do just that and has established that such business development loans are legal and that the Treasury would not discourage this type of lending.

The societies which told the AIB that they were prepared, in principle, to lend money for investment — subject to availability of funds — included the Alliance, Yorkshire, Guardian, Chelsea, Principality, Newcastle, Sussex County, Norwich, Leeds, Lloyds, Cheltenham and Gloucester, Nationwide, and National and Provincial.

interesting proposal which deserves to be examined and extended.

In the meantime there are still a few opportunities for the new starter with limited means.

One of the principal sources is an imaginative scheme from Government, the Enterprise Allowance Scheme, which is particularly designed for those who are unemployed, enabling them to obtain an income from the state in the first year of trading, a situation in which they would otherwise lose the support unemployment or supplementary benefit.

The original pilot scheme was quickly extended to cover a business suitable for public support, a description which can be very wide indeed. There is no test of the potential viability of the project, a situation which has come in for criticism with suggestions that too often false hopes are raised and unsuitable people led into situations of inevitable failure.

Applicants must also be able to show that they have at least £1,000 available to invest in the business, a provision which has also been criticised, and which fills some applicants with alarm. It is, however, not necessarily the insuperable obstacle it may seem, and it is not necessary to be able to show £1,000 in cash.

It could be in the form of assets or an overdraft at the bank for that amount. There is also counselling advice available from the Small Firms Service for new starters. As there is considerable demand for the scheme, there can sometimes be delays in acceptance, but the Manpower Services Commission, which is responsible for the scheme, generally manages to keep the delay to a minimum.

Further information can be obtained from Job Centres or by dialling 100 and asking for Freeform Enterprise.

## Vice

...ing to lose...  
...a lot to gain...  
...Service...  
...ENTERPRISE...

## Untangling the regional lifelines

THE Government is planning to cut back severely the amount of money spent on regional aid, aiming to save some £200 million out of a total budget of £800 million. It plans to concentrate its aid much more selectively than in the past.

Regional policy is now viewed in a social rather than an economic light, with such assistance as remains being largely aimed at helping areas with severe unemployment problems rather than contributing to recovery in areas suffering from structural change.

The three-tier system of intermediate, development, and special development areas has been replaced by a two-tier system of intermediate and development areas. Grants for replacement of plant and machinery have been abolished, partly as a result of pressure from the EEC, and there has been a reduction in the rate of automatic grants.

The service sector now gets a much better deal, and smaller firms have been exempted from the lower grant-per-job ceiling of £10,000. The number of people working in assisted areas has actually grown and now covers about 35 per cent of the working population compared with just over a quarter previously.

This, however, is mainly a reflection of the fact that the West Midlands now has intermediate area status.

Full details of what is available in particular areas can be obtained from regional offices of the Department of Trade and Industries.

try, which is responsible for regional aid.

Further help with information and possibly in processing applications can be obtained through the network of about 200 enterprise agencies which have been set up around the country. A directory of enterprise agencies is published by Business in the Community, 271a City Road, London EC1V 1JU (011-253 3716).

Another source of information should be the DTI's Small Firms Service, which can be contacted by dialling 100 and asking for Freeform Enterprise. One aspect of which they could enlarge would be the Business Improvement Scheme under

which aid is available through grants for consultancy, for example, to firms in areas affected by the decline of the textiles, shipbuilding industries.

Although they are not part of the Government's regional policy activities, local authorities are taking an increasingly active role in financing new and existing small firms and co-operatives, ranging from large operations like the Greater London Enterprise Board to small loans and interest relief grants from small councils.

In the rural areas of England, the Council for Small Industries in Rural Areas, the main agency of the Development Commission, has more than 60 years' experience.

In addition to counselling and technical advice, CoSIRA does have funds of its own to finance some projects but generally it prefers to help a business obtain its funds from other sources. One of the ways in which it does this is through agreements with clearing banks.

In certain areas grants are also available for converting redundant buildings in country areas to work places, a scheme which has been very popular.

Details of CoSIRA's assistance can be obtained from its regional offices or from its head office at 141 Castle Street, Salisbury, Wiltshire SP1 3TP.

The Crafts Council can also provide grants and loans to artists and craftsmen for various purposes, such as enlarging a workshop or buying additional equipment. This aid is available in both rural and urban areas. Information can be obtained from the Crafts Council, 12 Waterloo Place, London SW1Y 4AU.

Agencies which provide aid in rural areas are also active in Scotland and Wales. In Scotland the Highlands and Islands Development Board provides aid including loans, interest relief grants, participation in share and stock holding, removal grants, and grants for building and other purposes.

Full details can be obtained from the HIDB at

Bridge House, Bank Street, Inverness IV1 1QR.

Rural Wales is served by Mid-Wales Development which can arrange a number of financial packages and other assistance to create jobs in manufacturing and certain service industries.

CoSIRA, HIDB, and Mid-Wales Development all provide advance factories as well as grants for converting redundant buildings and a full range of advisory services. Mid-Wales Development can be contacted at Ladywell House, Newtown, Powys SY16 1JB.

Scotland and Wales also have their own full scale development agencies with a wide brief to promote economic development in their respective spheres of influence.

The SDA and WDA both have Small Business Divisions to channel aid to smaller firms, which can be in the form of loans, grants, or even equity participation.

The SDA's Small Business Division is located at 102 Telford Road, Edinburgh EH4 2NP, and the WDA's Small Business Unit is at Treforest Industrial Estate, Pontypridd, Mid-Glamorgan CF37 5UT.

In Northern Ireland the Local Enterprise Development Unit is responsible for help for small firms, dealing with companies employing up to 50 people. Grants and loans are provided, geared to the needs of individual projects, as well as premises and business advice.

LEDU is located at Lamont House, Purdy's Lane, Belfast BT8 4TB.

## Fewer guarantees in the great scheme of things

For the banks the attraction was that the Government paid for 30 per cent of the losses in the event of a firm failing, leaving the banks with only 20 per cent of the risk.

Well over £500 millions has now been lent to more than 16,000 businesses, on the surface an indication of success. But far from being self-financing the scheme has cost the taxpayer a considerable amount of money with more than £80 millions of the loans being called and about two out of five businesses in receipt of loans failing.

Two reports on the scheme have been produced by the chartered accountants Robson Rhodes, in the last of which they suggested that appraisals of applications were not comprehensive enough and that monitoring which took place after the loans were granted were inadequate. They were also critical of

borrowers' lack of understanding of the way to set up businesses and their failure to appreciate the consequences of basic business decisions, such as pricing. On the other hand, they found that professional advisers failed to understand or promote the need for a proper business understanding and grasp of financial management.

The result was that at the end of the three year pilot stage the Government extended the scheme for six months, but the guaranteed portion of loans to 70 per cent and raised the premium to 5 per cent.

Another blow to the attractions of the scheme is that where an applicant has personal security which he or she is unwilling to pledge against a commercial loan the application is turned down. Previously no personal security was required, though banks were expected to take as security any business assets which were available.

The loan guarantee scheme has always been expensive money, which is hardly surprising since it was intended for situations where the applicant was otherwise unable to raise funds.

In addition to the government premium, the banks base interest rates on their own base rate plus another 1.5 per cent to 2.5 per cent, and often an arrangement fee which is subject to a maximum of £500.

With interest rates at their present punitive level the cost of a loan under the guarantee scheme rises to a prohibitive level. When the extra restrictions are considered, together with the demand for personal security where available the decline in interest is hardly unexpected.

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RAISING the funds to set up a co-operative has never been particularly easy, but the improved climate of opinion in the last few years towards this form of business organisation has led to a distinct, and welcome, expansion in the finance available.

One indication of the change in the situation is the fact that more than 1,000 worker co-operatives were listed as trading in the last issue of the handbook published by the Co-operative Development Agency.

Many of these will obviously have been financed by the major High Street banks, who will respond to a viable, well presented proposition for a co-operative enterprise as much as for a traditional private business, though certain individual managers may need persuading.

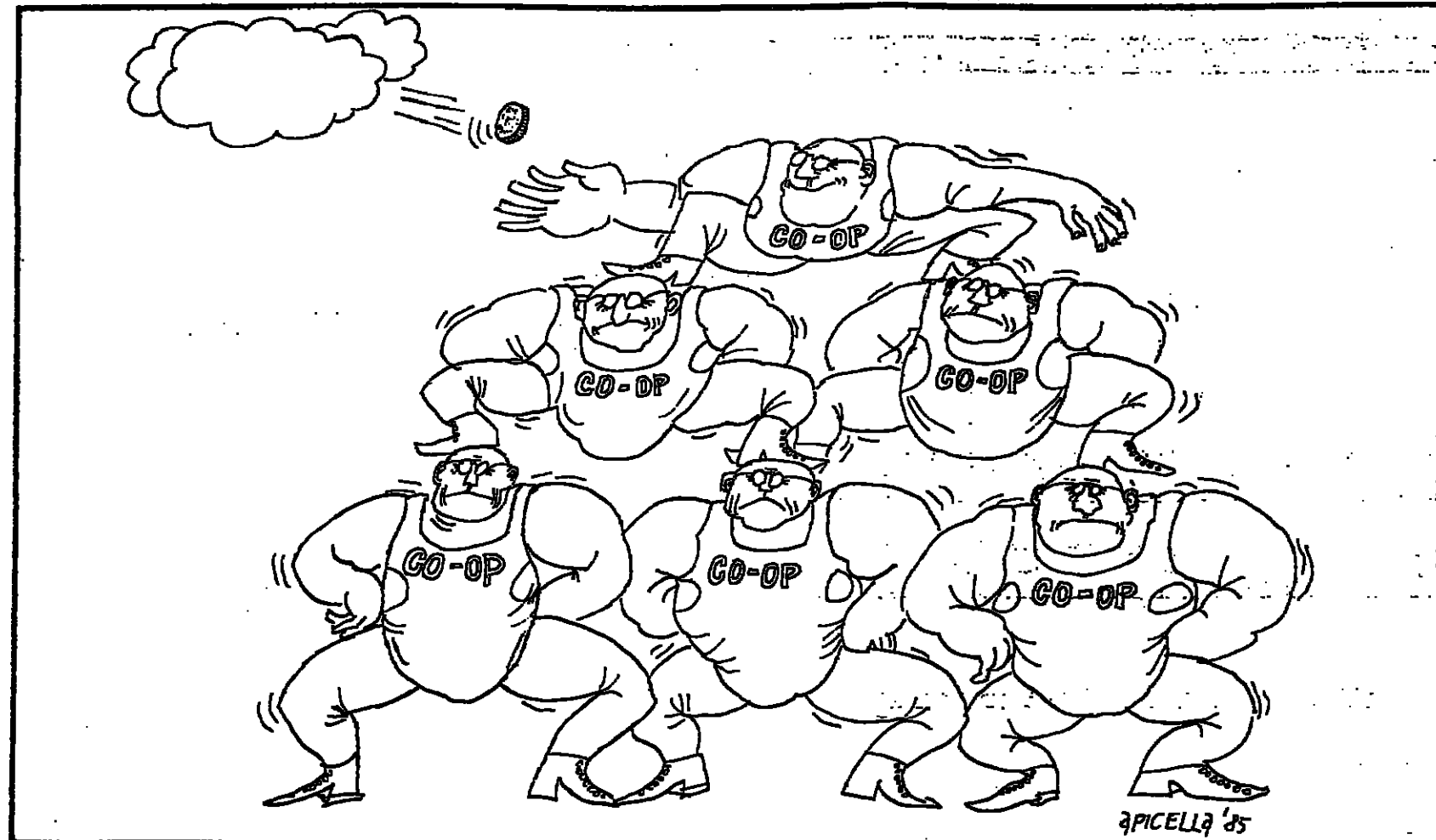
It is, however, reasonable to expect a more sympathetic hearing from one of the smaller clearing banks, the Co-operative Bank, the offshoot of the established consumer co-operative movement. The bank provides funds for industrial and service co-operatives, matching pound for pound the finance raised as their personal stake by members of the co-operative itself.

Co-operatives are, of course, qualified to obtain loans under the loan guarantee scheme like any other business, though naturally any proposition must have the prospect of commercial viability.

The Enterprise Allowance Scheme for unemployed people who want to start up in business is also a method of financing a worker co-operative in its first year.

The scheme provides £40 a week per person for 52 weeks, invaluable for anyone who would face losing unemployment or supplementary benefit by going into business. If the proposed co-op has more than 10 members, however, the allowance may not be paid: each individual who wants the allowance must meet the eligibility conditions.

Probably one of the best



## What about the workers' co-operative?

known sources of funds for co-ops in the past has been Industrial Common Ownership Finance, an associate organisation of the Industrial Common Ownership Movement. ICOF operates a revolving fund for co-operative and common ownership enterprises.

Advances have been made for the start-up of new common ownership or co-

operative businesses, recovery of failed or nearly failed existing businesses which are re-established under worker ownership, and extension of existing co-operative or common ownership enterprises.

Since it began in 1974 ICOF has loaned well over £500,000 to more than 50 co-operatives, including plant hire, restaurants, shops, printing,

publishing, electronics, clothing, light engineering, building, carpet making, and many others.

ICOF cannot consider requests for less than £1,000 because of administration costs, but there is technically no upper limit on the amount it will lend. In practice, however, the amounts involved are between £5,000 and £15,000.

Capital repayments are usually spread over five years. The established revolving loan fund is somewhat limited as the funds are now out on loan and new loans can only be made as existing borrowers repay their loans, but ICOF expects to be able to lend £30,000 to £40,000 a year in this way.

It is interesting to note that only 15 per cent of all ICOF

loans have been lost, a rate which bears very favourable comparison with conventional small business lending, and indeed with loans made under the loan guarantee scheme where failures have run at around 30 per cent. Part of the reason for the good performance could well be attributed to the fact that there is a continuing link between ICOF and the bor-

rowing coop during the period over which the loan is repaid, the kind of monitoring which is being recommended for loan guarantee borrowers.

ICOF has been able to increase its lending to coops through the £500,000 which has been provided by the West Midlands County Council for lending to coops in that area, a move which has been followed up by West Midlands with a £500,000 grant to its own co-operative finance organisation, West Midlands Co-operative Finance Limited.

This kind of initiative has been followed by other local authorities creating co-operative loan funds in many parts of the country, often in conjunction with local co-operative development agencies.

These local CDAs are often an important link in the chain, carrying out feasibility studies on coop ideas, drawing up business plans and helping with applications for finance as well as bringing potential sources of finance into contact with potential borrowers and providing, too, the necessary after-care.

Perhaps one of the biggest boosts to the funding of co-operatives, however, has been the creation by the Greater London Enterprise Board of the London Co-operative Enterprise Board, with more than £1 million to invest in the development of co-operatives.

The GLEB itself is still the capital source of funds for larger co-operatives needing more than £25,000. The LCEB handles applications for up to £25,000 per coop, and is therefore oriented towards helping the smaller worker coops.

Further information can be obtained from GLEB, Coops Unit, or London Co-operative Enterprise Board, Co-op Funding, both at 63-67 Newington Causeway, London SE1 6BD, (01) 403 0309.

Industrial Common Ownership Finance Ltd, 4 St Giles Street, Northampton NN1 1AA.

Co-operative Development Agency, 21 Pantons Street, London SW1Y 4DR, (01) 839 2885.

## Starving poor Aunt Agatha

THE raising of about £80 million by nearly 60 funds under the Business Expansion Scheme in less than two years would seem to indicate that the scheme has been a success and that there is plenty of money around for investment.

In many respects it has indeed been successful, though there are several areas which are open to controversy, such as fund managers holding on to interest in uninvested funds (though there are now instances of interest either being returned or donated to charities).

One of the major problems seen is, however, that when large amounts of money are brought together by the accumulation of numbers of relatively small investors, they become institutionalised. Instead of catering for the small investor who wanted to invest in the small, and probably local, firm, the funds have become "big money" institutions.

Managers look for larger projects because of the administrative economies and also tend to be less than adventurous in the kind of project in which they are preferring proposals in need of relatively large sums of money.

The result is that the very market which the scheme might stimulate, the Aunt Agatha level of investment, is still not being served, and there remains a shortage of funds for projects which require amounts of less than £20,000. On the other hand there is probably still a long way to go before people looking for money at this level are convinced of the benefits of equity participation.

Several of the funds have, in fact, been having difficulty in attracting the sums of money they were looking for and have not gone ahead, the funds being returned to investors.

Concern has also been expressed at the ability of funds to provide further slices of finance as the companies in which they have invested now. More particularly, the limited investment experience of many of the fund managers has been questioned, though it is still too early to see whether their judgment is vindicated.

It was anticipated that regional and local funds would emerge under the scheme, matching local money with local enterprise, but this has not happened on a substantial scale. Indeed, a regional fund set up in the constituency of the Minister for Small Firms even failed to attract its target funds and did not go ahead.

Some investment management groups have found that many potential investors like to know which individual companies are benefiting from their funds and gain a sense of participation, rather than put money anonymously into a huge general fund.

It could well be that in future there will be developments in which individual investors are involved with specific firms or syndicates of the kind set up on Merseyside by the enterprise agency in St Helens, the Community of St Helens Trust.

In that fund investments are held by individual members of the syndicate rather than by nominees, and therefore retain a real involvement.

Not surprisingly, they had little difficulty in reaching the target they were aiming for and were over-subscribed. Investment by this fund are limited to between £20,000 and £50,000, much lower than the levels most approved funds are prepared to consider, and probably much more in line with the needs of the area.

The aim of the Business Expansion Scheme is to encourage private investors to direct funds into growing companies by giving substantial tax concessions to the investors in return for the investments in the equity of most unquoted companies against his or her highest rate of personal tax, up to a maximum of £40,000 a year.

The investment must be held for at least five years to qualify for relief. Someone taxed at the top rate of 60 per cent could therefore invest £20,000 in a qualifying company at a net cost of only £8,000.

It is, incidentally, often forgotten that the minimum sum which can be invested in a company is £500, so the benefits of the scheme are open to the small investor as well as the wealthy.

The growth of investment registers, held by enterprise agencies, could be an answer to this last problem.

The return can be substantial from a successful investment, but even if the investor only receives the original stake back after five years the tax concessions will have provided a good return on the money.

There are obvious benefits for the company in which the money is invested, such as the reduced gearing as the investments are made, and the fact that the company can be developed in a way which is more in line with the interests of the investors, unlike the situation with a loan where interest and capital repayments must be made throughout the life of the loan, even if no profits are being made.

## A package that is better than having money in the bank

BANKS now offer a wide range of different schemes aimed at smaller businesses at various stages of their growth and can provide facilities from start-up to long-term development loans and even equity participation.

Perhaps the longest serving loan scheme of all is National Westminster's Business Development Loan, which was introduced as long ago as 1971. The bank has made 107,000 loans for a total of £1.23 billion with 41,000 loans worth £576 millions being made in the last year alone.

One of the attractions of the business development loan is its simplicity. It provides finance for periods from one to 20 years and amounts of £2,000 to £250,000. Repayment is in monthly instalments unless arrangements are made for a capital repayment holiday, in which case interest only is paid quarterly for the first two years.

Loans can be used for capital spending on plant, machinery, or even to buy the business or practice itself as well as for additional permanent working capital.

NatWest also launched in November, 1982, the first joint lending initiative for small firms between a clearing bank and a public body, linking with the Council for Small Industries in Rural Areas (COSIRA).

More than 70 projects have been approved under the scheme so far involving lending totalling more than £5 millions. The aim of this scheme is to enable smaller firms to enjoy interest rates comparable with those available for large firms.

One of the factors which enables the bank to offer lower rates is that COSIRA carries out assessment of the feasibility of projects and also monitors progress as the business develops. Loans can be either at fixed rates or variable rates depending on movements in base rates; in this case the bank charges a preferential interest rate of 2.5 per cent above base rate.

A similar scheme to this is operated by Barclays in conjunction with CoSIRA. Barclays has unfortunately decided to drop its novel Business Start Loan scheme, which had suffered from declining demand following the introduction of the loan guarantee scheme by the Government and action taken to prevent tax avoidance by others under Section 233 of the 1970 Taxes Act, the section which had enabled the bank to offer small firms a competitive package.

Barclays main scheme aimed at the smaller firm now is its Business Expansion Loan which is available for loans from £5,000 up to £200,000. Repayment terms range from two to 20 years and capital repayment holidays of up to two years are available, with fixed or variable interest rates.

Midland has several different schemes but its Venture Loan is similar, being available for amounts of £5,000 to £250,000 repayable over one to 10 years at interest rates of 3 per cent above base rate. The bank also has a medium-term loan scheme covering periods of three to seven years for amounts of more than £5,000.

All banks now offer long-term finance and Midland is no exception with its long-term loan scheme, providing from £20,000 to £500,000 for between 10 and 20 years, with

a choice of fixed or floating interest rates.

Lloyds has one loan product designed specifically for the smaller and medium sized firms, which enables them to borrow between £2,000 and £500,000 with repayment periods of up to 20 years. The main feature of the Business Loan scheme, however, is its interest rate conversion option.

This allows long-term borrowers to switch every five years from fixed rate to a rate linked to base rate, or the other way round. It is therefore possible to have the benefits of a fixed rate without being locked in for a prolonged period when interest rates might be falling.

A bank which has developed a particularly novel product is the Co-operative, with its joint ventures with local authorities in what are called local authority loan guarantee schemes. These are not connected with the Government's national loan guarantee scheme, in which the Co-op Bank is an active participant.

The Co-op's distinct scheme seeks to enable businesses in economically hard hit areas of the country to raise finance which would not otherwise have been available. It was the Local Authorities (Miscellaneous Provisions) Act 1982 which gave local authorities powers to give guarantees for industrial development.

The bank saw the opportunity to develop this special loan scheme, designed to form an integral part of an overall financial and industrial aid package. Loans have a maximum limit of £50,000 and carry an interest rate of 3 per cent above base rate and the local authority guarantees a portion of a loan in the event of failure, though so far there have been none.

The package may also include local authority grants or the provision of low cost premises, together with a mix of secured or unsecured facilities from the bank. Scheme loans are normally used for business expansion, but they may also be used for the expansion of existing businesses where new jobs will result.

So far the bank has made agreements with Sheffield City Council, Merseyside County Council, and the London Boroughs of Haringey and Westminster, while a number of other councils around the country are engaged in detailed discussions on setting up similar schemes.

And all banks, of course, provide overdrafts which are in any case probably the principal source of loans for small business, although of course it is subject to repayment on demand and its cost can vary erratically with interest rates.

Although ICFC, a division of Investors in Industry, is not a bank, it is perhaps appropriate to mention it here. It has been a major supplier of funds to smaller and medium sized companies in Britain for many years now and although the organisation like equity stakes where they are available, much of its lending at the lower end of the scale is in the form of loans.

ICFC lends anything from about £5,000 up to £2 million at fixed interest rates and currently has a portfolio of 4,000 businesses involving some £500 million.

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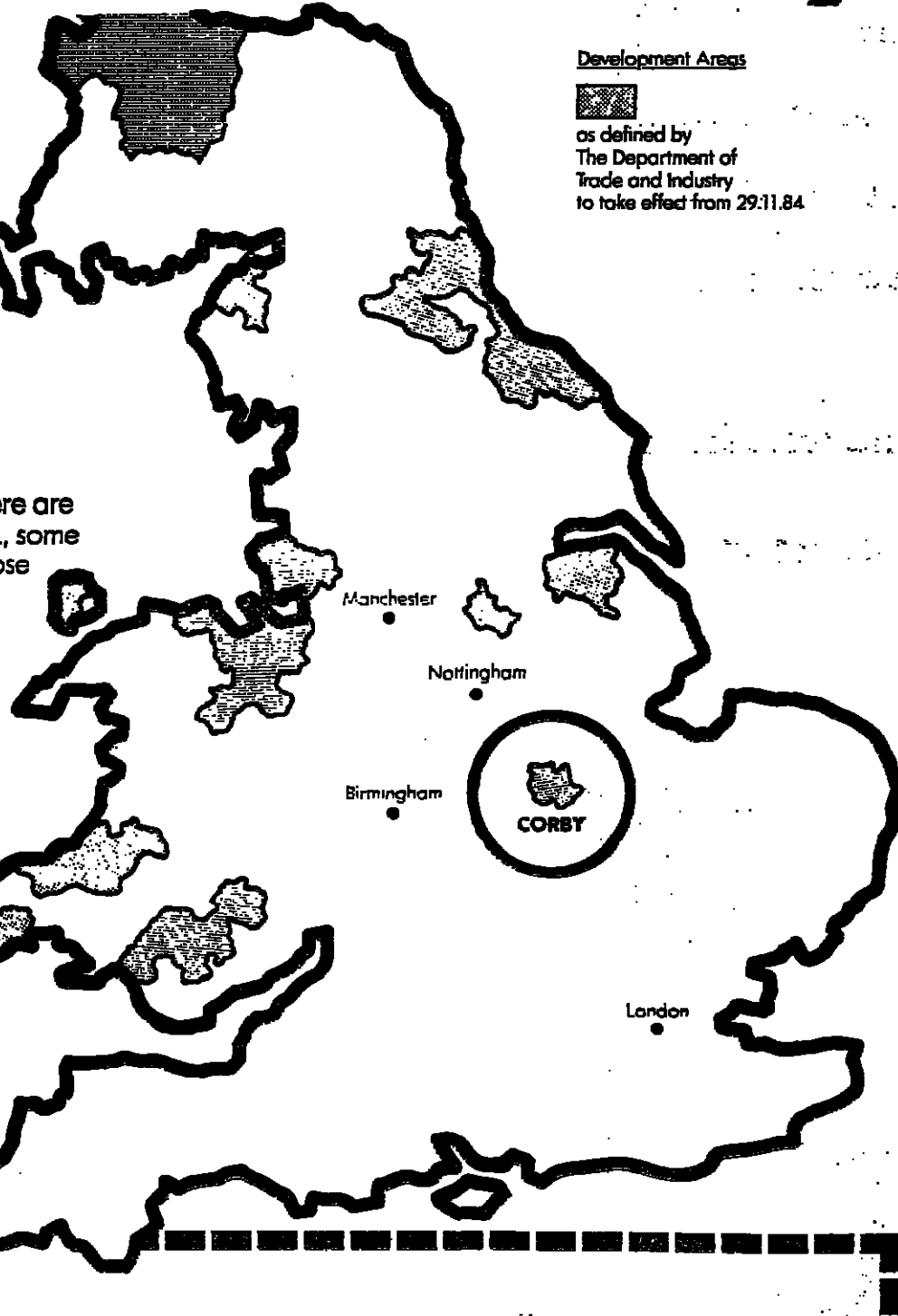
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# The factor to take into your account

GATHERING in the money after goods have been delivered or services supplied is an exercise at which many small businesses are extremely slow, a situation which is undoubtedly a major factor in the perennial cash flow problems they experience.

The fact that more are becoming aware of the importance of keeping the money moving is perhaps to some extent illustrated by the burgeoning growth of factoring, especially in the past year. It also possibly illustrates how firms are finding their cash resources strained as they move out of recession.

Whatever the reason, there is certainly a much greater appreciation of the advantages of factoring, which in essence, bridges the gap between the delivery of goods and services and the receipt of payment, by selling trade debts to raise money.

The basic idea has been around for a very long time, but the modern version is very much more sophisticated, providing not only money but a wide range of services such as sales accounting and collection and credit management.

At one time there was a tendency for customers of a company which started to use the facilities of a factor to assume that the firm was in financial difficulties. In fact, however, the opposite is likely to be the case as a company which is going downhill is highly unlikely to be taken on the books of a factor.

Factors are, in fact, very choosy about the firms which they take on as clients. They direct their energies and resources towards companies which are growth orientated and whose expansion has been at a faster pace than can

be serviced by their current cash flow.

An indication that something of this belief still lingers on is perhaps given by the huge growth in the past year in the amount of confidential invoice discounting carried out by members of the Association of British Factors. This increased by a huge 55 per cent to total £1.22 billion compared with £784 million in the previous year.

Use of the confidential service of invoice discounting means that the customer never knows that the supplier has made use of the services of a factor.

Membership of the Association of British Factors largely comprises the bigger firms in factoring, most of them being subsidiaries of the major banks. Credit Factoring International, for example, being part of the National Westminster Bank group, or other financial institutions.

There is another association in this financial sector, the Association of Invoice Factors, composed of the smaller independent companies. Members of the AIF are sometimes said to be more suitable for the smaller firm for that reason, but in fact members of both associations have both large and small clients.

There is, in any case, no hard and fast definition of what a small company is. Some 38 per cent of clients of AIF members have turnovers of up to £250,000 and another 22 per cent fall in the range of £250,000 to £500,000, so they can fairly claim to have a very large proportion of smaller companies on their books.

The figures issued recently by AIF clearly illustrate the pace of growth in the factoring sector with business of their members rising by 37 per cent in the past year,



amounting to £38 billions compared with £2.78 billions in the previous year.

Of more importance to the small business, however, is what can be obtained from factoring. Factoring is a means of easing cash flow and increasing working capital; it has been likened to an open-ended bank account directly related to the growth of the business.

The cash available is not fixed, it rises as sales grow,

and the money, paid to the company by the factor, is repaid by the debtors as they settle their outstanding accounts. Factoring is not therefore suitable as a means of buying plant and machinery.

Factoring is no substitute for proper management of cash by the business. It is an element of financial management, and the advantages and disadvantages have to be considered carefully, especially

as the facility has to be paid for.

The factor provides cash against sales as soon as they are invoiced, but the client decides whether to take the debts they want — trade debts — immediately against sales invoices supplied.

The balance is paid, less charges, when the debtor eventually pays; payment can be after an agreed period, even if the debtor has not actually settled.

individual customers. In general a customer can receive up to 80 per cent of the value approved — and remember, the word approved, factors only take the debts they want — trade debts — immediately against sales invoices supplied.

The balance is paid, less charges, when the debtor eventually pays; payment can be after an agreed period, even if the debtor has not actually settled.

When factors talk about non-recourse factoring they mean a situation in which they take full responsibility for the debt and agree not to go back to the client for reimbursement if the debtor fails to pay.

When this kind of 100 per cent protection is given, the factor naturally investigates the creditworthiness of the customer thoroughly before it is not a way of offloading doubtful payers.

**'Customers never know that the supplier has made use of these services'**

Charges for providing such through factoring are related to base rates and can be as much as 2 or 3 per cent above either bank of finance house base rate.

The factor can also take over responsibility for sales ledger administration. They also often have advanced computer systems and experienced credit control personnel services which a growing company might not otherwise be able to afford. Use of such services can free staff for sales and production.

Firms can use a factor for assessing creditworthiness as well as maintaining the sales ledger and sending out invoices and reminders and collecting money owed. It also has to be paid for, though where a customer is taking a range of services the charge for finance itself can be reduced. The services fee can range from 0.75 per cent to 2.5 per cent of gross turnover.

By and large, factoring is suitable for established and growing companies, but it is by no means unknown for a new company to be able to benefit from factoring facilities.

Factoring is also available for export markets, as well as home sales. It can be particularly useful for a new exporter as problems of collection and administration can be considerable. Some factors specialise in export business, enabling the client to benefit from the overseas links of the factors, such as in assessing creditworthiness.

Further information can be obtained from Association of British Factors, Moor House, London Wall, EC2Y 5EX, or the Association of Invoice Factors, Northern, Bank House, 109/113 Royal Avenue, Belfast BT1 1FF.

## The money is out there, if you don't mind sharing the secrets

VENTURE capital is a description which probably means all things to all men in Britain, though there are more than a few cynics who say that most of the money goes into fairly safe options and is not ventured at all.

Whatever it is called, there seems to be plenty of it about at present. Many financiers, especially merchant banks, are eagerly getting into the act. There are probably about a hundred venture capital companies in Britain now, ranging from those backed by major financial institutions like the Prudential, with their Pruventure and Pruventure operations, to American venture capitalists spreading their interests to the United Kingdom.

About half of them are members of the British Venture Capital Association, who alone have something approaching £500 million invested in the United Kingdom with a further £150 million in liquid resources available for suitable new investments. One of the most recent entrants into the field is J. Henry Schroder Wagg, the merchant bankers, who announced plans to set up a £15 to £20 million fund, modelled on its successful venture trust in the United States.

The fund will probably be marketed mainly to institutional investors, relying on contacts developed by the US fund. Schroder Venture Trust, which aimed at a \$25 million minimum subscription level but attracted \$37.5 million.

An indication that there are funds looking for a home in the United Kingdom was given recently when Advent Capital raised £26 million, the largest individual fund raising exercise of any venture capital fund here.

The relative ease with which the capital was raised is in stark contrast to the problems which some of the funds set up under the Business Expansion Scheme have been having in attracting capital, and particularly as the funds raised by the venture capital companies do not qualify for BES tax relief.

The growth in the venture capital market has accelerated recently but has been

developing over the past five or six years. Originally there were few suppliers in the field, particularly at the smaller end.

So far there have not been many major losses among the investments which have failed, though the £8 million crash of a Welsh-based computer firm, Dragon, last year did not fill many hearts with joy. Prutech had a substantial stake there.

Even so, there appears to have been no diminution in the enthusiasm for investing in the smaller firm, though the use of the word "small" probably has to be taken with a pinch of salt as minimum investments tend to be measured in chunks of £100,000 upwards.

It is perhaps too early yet to make judgments, but there are those who feel that some of the organisations now dabbling in the venture capital could get their fingers stung, running into problems when the companies in which they have invested face difficulties.

The ones with the best chance of succeeding will, as in other areas, probably be the funds with the ability to provide proper appraisal and effective monitoring.

Other developments are coming from organisations such as the Welsh Development Agency, which has raised £1.6 million for its Welsh Venture Capital Fund for investment in new technology projects and growth businesses in Wales.

A new company has been set up, Welsh Development Capital (Management), to manage venture funds, of which Welsh Venture Capital is the first; the company is a joint venture between the WDA and the established financial group, Development Capital.

Here, too, an indication that there is money available is given by the fact that the target for the fund was £2.5 million, with hope that this amount might be doubled in the event the amount attracted was even greater than the higher figure.

The major banks have an interest in this field as well, one of the largest and most successful of which is probably Midland Bank Venture Capital. This backs com-

panies with little or no track record from an early stage with sums from £5,000 to £100,000 upwards as an equity stake.

One of the strengths of the MBVC approach is the way in which it requires applicants to develop a business plan. In a particular financial form devised by MBVC which becomes the blueprint for monthly monitoring, a process which is not necessarily carried out through non-executives.

All clients are introduced to a simplified but very effective financial management system designed to make sure that the key aspects are fully understood, and regularly monitored and controlled by the management of the company.

The Lloyds Bank connection with Aston Science Park and Birmingham Technology Ltd is well known, with Birmingham Technology operating a venture capital fund for the benefit of equity businesses who operate within the science park.

Barclays Development Capital also provides a range of facilities and, as the awareness of the need for equity in companies grows, it is probable that National Westminster will dust off and rejuvenate its Growth Options scheme which was introduced a few years ago.

The problem of persuading smaller companies of the benefits of equity investment has still not been overcome. This is in spite of the fact that there may have been a slight improvement during the recession when the idea of having funds on which interest charges do not have to be paid if earnings are restricted has gained appeal.

The fact that companies are now allowed by law to buy back their own shares should overcome the objections of business owners who do not like the idea of parting with a stake in their creation.

But perhaps while owners are aware of the buyback provisions they are equally well aware that the objective of many of the venture capitalists is to capitalise on their investments. This is done by selling their stakes profitably on the Unlisted Securities Market or the over-the-counter market, the latter of which has grown rapidly of late.

# If you took your business to a bigger bank, how high would you be on their list of priorities?

Unless you're a really big customer you may find you have to wait weeks for an appointment to see your manager. By that time you may have missed an opportunity or your problem may have grown.

At Williams & Glyn's our managers try to be available quickly.

Our branches are structured to give more management time to each customer than in the Big 4 banks. And that's for all customers, big or small.

We even prefer to talk to customers on their home ground so that we have a fuller under-

standing of how their business works. Then we can act quickly when the need arises.

And we know there's no one solution to everybody's problem.

You may think you need a loan to purchase equipment. But it may be that hire purchase or leasing would be better for you.

You may think you need more working capital, but stricter control of cash flow may solve the problem.

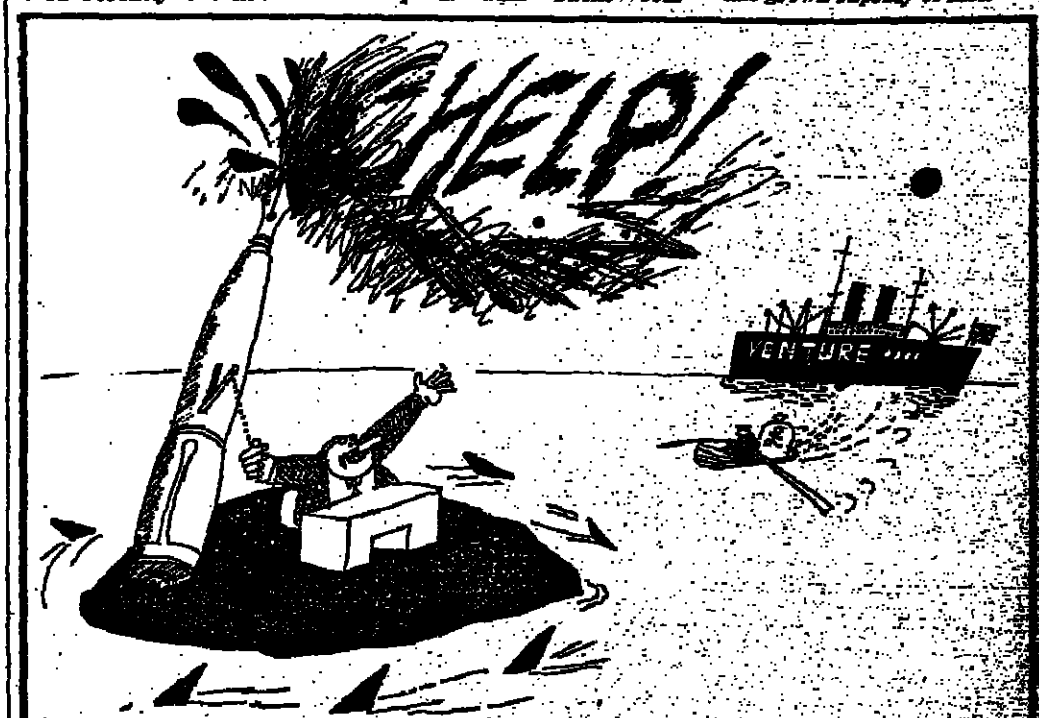
Or perhaps you want to increase your overdraft to finance an export order.

When, in fact, we may be able to pay you on shipment.

Until we've talked to you, we wouldn't dream of recommending the solution.

We have time for your business. And if you're still not totally convinced that it is this kind of service which has made our reputation, try us first with just a part of your business. We believe the rest will follow soon.

**BUSINESS BANKING**  
**Williams & Glyn's Bank plc**  
A member of The Royal Bank of Scotland Group plc  
Registered Office: 20 Birchin Lane, London, EC2P 3DP





## FINANCE FOR SMALL BUSINESSES

# How to take the heat out of attracting old money to new technology

**LARGE** amounts of finance have been raised in the past year for investment in small companies, but relatively little of it actually seems destined for the high technology companies which so many people claim are the job creators of the future.

Most of the managers of the funds which have been attracted to put their money, or rather that of their clients, into projects of a more tried and tested nature, not too adventurous and less likely to disappear suddenly in the white heat of technological revolution.

There are even those who believe that it is not the high technology firms which will, in fact, be the main generators of jobs but those in the more mundane areas of industry and commerce. They may well be right, but the economy still needs the companies pushing at the frontiers of knowledge, developing processes which often help the more mundane companies improve their competitive edge.

Another side to the story is the often claimed lack of suitable high technology projects in Britain worth investing in. This view was brought up again by Viscount Caldecote, chairman of investors in industry, in his last annual report.

Referring to the group's Ventures Division, one of the longest established investors in technologically orientated companies in Britain, he commented that "as always, we have not found enough opportunities for this kind of hands-on investment in this country."

Recognising the international nature of the markets and technologies in which the new industries operate, Lord Caldecote said the group was investing in new and promising businesses overseas.

He added that this was "with an eye on opportunities for technology transfer or subsequent investment in the UK."

The Ventures Division has, however, invested some £28.5 millions in 65 technology-based businesses in the past year, ranging from computer hardware, software and industrial automation to micro-electronics, telecommunications, and bio-science. Its investments individually range from £200,000 to £2 million, preferably in the form of minority equity stakes.

The chairman of Prutec, Dr Derek Allam, has also expressed concern at the difficulty of finding as many high growth projects in the UK as it would like and so has turned its attention further afield. Prutec was set up by the Prudential group to invest in technological innovation for the benefit of UK industry.

Prutec was one of the companies which suffered disappointment in the failure of Dragon Data, the microcomputer firm, when a total of £5 millions was involved. It is, however, involved very much in early stage technology projects, providing true venture capital, some would say,

and will inevitably face losses from time to time.

Prutec has a two-pronged approach — funding projects in centres of technical excellence chosen for market potential and then placing them with host companies for subsequent production and market exploitation, and second, by investing at an early stage in high technology ventures, taking a minority equity stake.

The clearing banks do not entirely ignore the field of high technology. One, Lloyds, has gone beyond simply having technical advisers in residence who are expected to assess the range of technological development.

It has developed a new technology appraisal scheme which is run in conjunction with the wide range of technology skills at Cranfield Institute of Technology, which is free to customers seeking finance for the development or innovative use of high-tech or new technology.

Once Cranfield has carried out the technical assessment of projects, both the bank and CIT assess the commercial implications.

The role of the British Technology group has changed considerably of late and the Small Company Innovation Fund and Oakwood Loan Finance are no longer used as vehicles for BTG investment in smaller firms. The group has also ended its Northern Regional and North West Regional enterprise boards and withdrawn from the various regional funds which it had previously sponsored.

The group is currently funding more than 200 development projects with companies throughout the UK, despite the change in the scope of its activities. The main criterion for BTG support is that the proposed project must be based on a new invention or contain a significant technical innovation.

Support is not confined to entirely novel products. Evolutionary improvements, which are significant in their industry, can qualify. The group does not have a formal minimum or maximum size of investment and has invested amounts as small as £5,000 and as large as £5 millions in a single project.

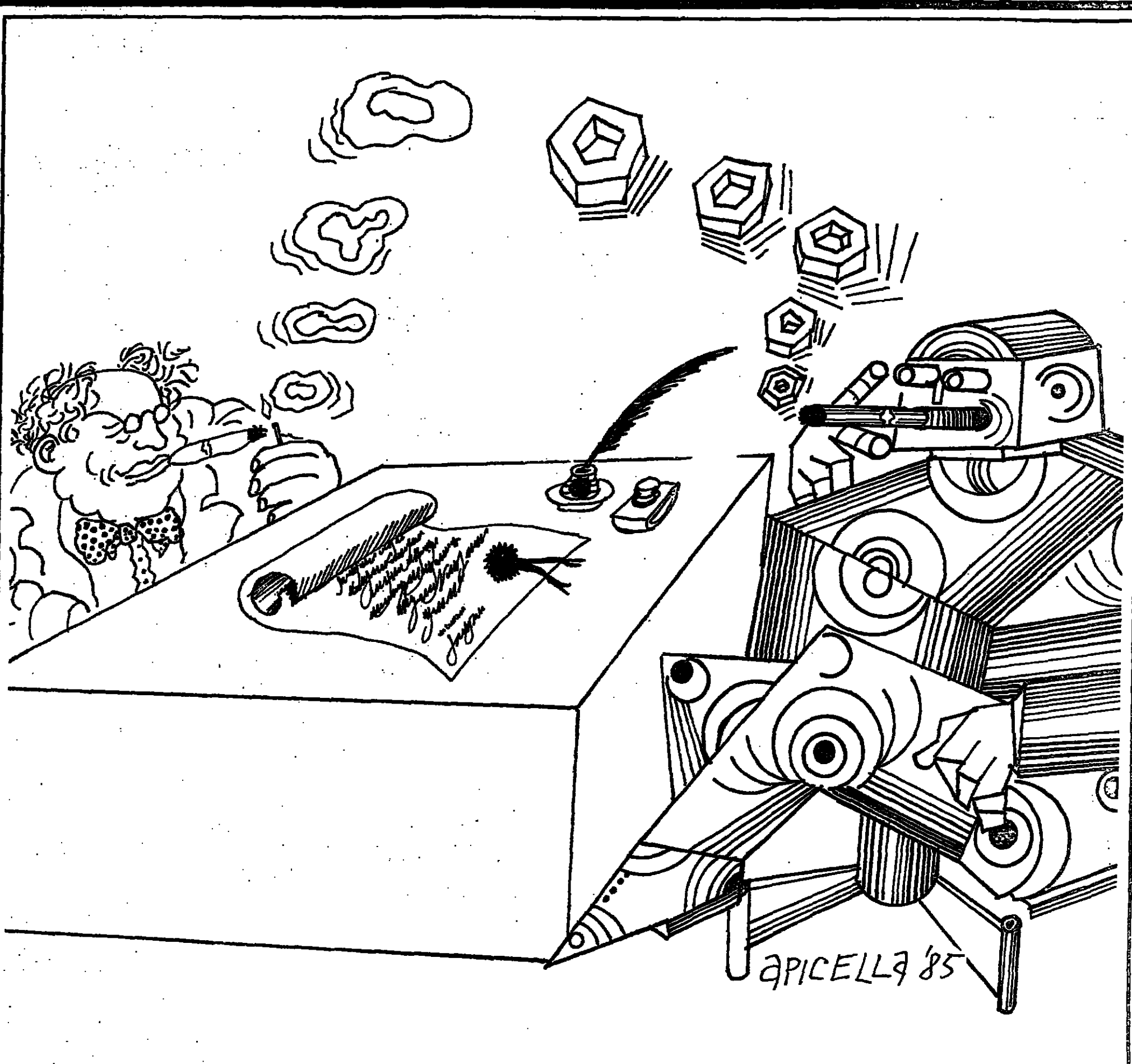
The normal method of investment is through joint venture finance, specially designed for technology-based projects. Under joint venture projects, BTG contributes up to 50 per cent of the spending incurred on a project and recovers its investment by a percentage levy on sales.

Among other sources of finance for high technology firms are a number of private investment companies, such as Advent Technology.

The Ventures Division of Investors in Industry can be found at 91 Waterloo Road, London SE1 8XP (01-928 7622).

Prutec, Ltd. is at 17 Buckingham Gate, London SW1E 6LN (01-228 2082).

British Technology Group is at 101 Newington Causeway, London SE1 6BU (01-405 6666).



## All a loan in the world

THE decline in the value of the pound, especially against the United States dollar, may have made it easier to obtain export orders for British companies, but exporting companies still need to be able to finance those sales and ensure that their customers eventually pay their bills.

For the smaller company many opportunities may have been opened up by changes in exchange rates. Many, however, may still be reluctant to follow them up because of the real or imagined difficulties of straying too far from home ground.

Fortunately banks and others have recently been developing the facilities which they can offer to the smaller exporter, taking much of the pain out of the process. The small company can, instead, reap the benefits of the efforts of the managing director

travelling across deserts on a camel to sell sand to the Arabs.

The Midland Bank has long had a special scheme for smaller exporters and it now caters for firms with export turnovers of up to £1 million and individual orders of up to £100,000. Barclays also has special facilities and terms similar to those of Midland.

A newer entrant to the scene is the smaller but growing Co-operative Bank, which launched its smaller exporters' scheme last year, catering for firms with export turnovers of up to £500,000 and individual orders of up to £50,000.

The aim of the schemes is to provide easier export finance for customers with relatively small or intermittent export trade, and offer the benefits of credit insurance. They do not necessarily affect any existing overdraft facilities or loan facilities which a company may have.

Insurance of export finance in this country is primarily the field of the Export Credits Guarantee Department (ECGD), a facility which can be used to ensure that the exporter is covered in the event of the foreign buyer failing to pay.

Smaller companies, however, have often been reluctant to take advantage of ECGD because of what they feel are complex procedures, or because their turnover was too small, or even because the comprehensive cover available was not appropriate to the business.

Using bank schemes — and it should be remembered that all banks can provide export facilities, not only those which have particular schemes — enables a smaller firm to achieve the same results without the paperwork.

What happens is that the bank itself takes out credit insurance with ECGD against usual risks, and handles all the paperwork and the exporting company itself does not need to take out credit insurance.

The bank will not, of course, take on anything, and its accepted proposal will depend on the creditworthiness of the buyer being satisfactory and on the markets themselves being acceptable.

Once the proposition is accepted and cover arranged the bank — in the case of the Co-op, for example — will provide the exporter with 90 per cent of the required finance. This will be without recourse — that is, the bank will not ask for the money back if the buyer fails to pay, provided the company has fulfilled its obligations under the export contract.

Provision of finance does not, naturally, come free; charges vary, but interest at a fixed rate of 2.5 per cent over base rate is charged by the Co-op Bank while Midland charges 1.5 per cent over base rate. In addition, the Co-

op makes a further charge of 1 per cent of the contract value while Midland charges 2 per cent on the amount of the invoice.

The unfunded portion of 10 per cent is paid when the payment is received from the eventual customer. Midland and Barclays will provide 100 per cent cover.

Other ways of financing export sales include factoring, the process of which is described elsewhere in this special report, and operates in very much the same way in the export field. The use of export factoring is expanding with the general increase in the use of this facility.

There are also organisations known as export finance houses, which provide cash to the exporter on shipment and credit to a buyer, relieving the United Kingdom customer of the burden of providing and managing export credit. By and large, however, these facilities are used by companies which export large value capital or semi-capital goods and may not necessarily be suitable for smaller firms.

Export finance houses should not be confused with export houses; they buy products from an exporter, acting as an export merchant or an export agent.

This means that they either buy or sell goods overseas, or where the exporter receives payment for goods on shipment and the agent provides credit for the buyer, handles promotion for the goods overseas, holds stocks of goods in the UK, sometimes acting as an export sales department.

The British Overseas Trade Board does not itself provide export finance, but it can provide considerable help, financial and otherwise, for smaller firms interested in developing export business.

One aspect of this is the export marketing research scheme, under which the ECGD makes grants towards the cost of marketing research studies in overseas countries.

Further information on ECGD assistance can be obtained from its head office at 1 Victoria Street, London SW1H 0ET, (01-215 7877, or from its regional offices.

Information on bank schemes can be obtained from bank branches. Details of ECGD services can be obtained from its head office at Aldermanbury House, Aldermanbury, London EC2P 2EL, (01-382 7000, or from regional offices.

Information on export houses can be obtained from the British Export Houses Association, 69 Cannon Street, London EC4N 5AB, (01-248 4444.

Low cost market research can be obtained by small firms by using Scammark, School of Management, Buckinghamshire College of Higher Education, Queen Alexandra Road, High Wycombe HP11 2JZ, (0494) 22141, extension 35.

## Does your Company need a Hand?

Everyone knows that it's a lot tougher these days running a company — let alone trying to expand. BUT, help is on hand — it's up to you to take full advantage.

**GREATER MANCHESTER COUNCIL**, Britain's second largest metropolitan authority has £5 MILLION available right now to hand out to the right companies.

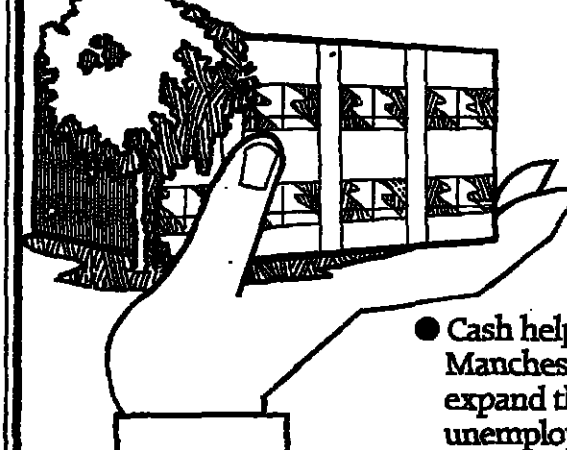
GMC is looking for enterprising firms who have the confidence and management ability to stake a claim for these funds — available through a special GMC/European Social Fund scheme to stimulate employment and business growth in Greater Manchester.

Over the past years, GMC has funded the creation of 4,000 new jobs and approved assistance for a total of 8,000 jobs. Was your company among those to benefit from extra manpower at little extra cost? And if not, why not?

This year, GMC has the resources to help you, and companies like yours, create up to 4,000 new jobs and 600 full time training places within Greater Manchester.

It would be madness to let the funds go begging.

If you're in business in Greater Manchester, or intend to be, you owe it to yourself, your company and the local economy to find out NOW whether your firm qualifies for assistance. To help you, we can say that:



**GMC  
EEC**

- Cash help is available to Greater Manchester companies wanting to expand their labour force using unemployed men and women, or those introducing new technology to their operations.
- GMC's scheme covers three separate job incentive categories and a new technology scheme.
- Assistance is available to most businesses, but not those serving purely local needs like shops and petrol stations.
- Employees must be recruited from within Greater Manchester.

We've shown you our hand — or some of it. Play your cards right by ringing us on (061) 247 3848 or write for our explanatory leaflet and confidential application form to:

The Director of Employment Projects,  
Greater Manchester Council, County Hall Extension,  
Piccadilly Gardens, Manchester M60 3HP

**GMC/EEC and YOU: Together it's a winning combination.**

'Customers never know that the supplier has made use of these services'

Charges for providing through factors to base rates and not much as 2 or 3 per cent over bank of finance rate.

The factor can be over responsible for ledger administration, computer systems, personnel, credit control, and other services which the company might not be able to afford the services cost free.

Firms can use a well as maintaining ledger and credit control, and also have to be taken care of a company's financial records.

Factorage is also a service which can be considered as a considerable business, enabling the overseas links of the firm as in assessing worthiness.

Further information can be obtained from: American Factors, 100, Cannon Street, London EC4N 5AB, or from the Association of Factors, 100, Cannon Street, London EC4N 5AB, Tel: 01-211 1171.

there, if you g the secrets

panies with little or no record from an outside source from £5,000 upwards as a basis of the strength of the company's financial position.

which requires a particular financial statement by a company to be able to monitor the company's financial position.

which is not well understood and is often a source of misunderstanding and confusion.

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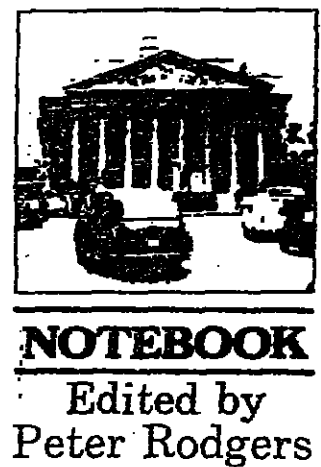
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# The big British electronic firms still persist in making the wrong connection



Edited by Peter Rodgers

In fairness, it might have been a reflex answer on a busy day, but it does serve as a symbol of the response of Britain's two big, long-established long-protected electronics firms to the new world of constant change. Of course, the real value and future of the Acorn team is nothing to do with consumer electronics. Indeed, it seems probable that five years from now there will not be anything readily identifiable as a home computer. But by then The Thing on the end of the line could be omnipresent. The Thing has many names and guises — personal computer, intelligent terminal, desktop workstation — and any company concerned in the consumer markets of general electronics, computing, and above all, telecommunications that lacks The Thing will be relying on others for one of its limbs.

Olivetti's investment deal with Acorn includes a "co-operation protocol" which will cover longer-term research as well as more immediate product development for educational and training computers. The first task in the new regime for Dr Hermann Hauser, co-founder of Acorn, is to build work. Thus Olivetti recognises that the risk-taking innovation that creates the true wealth of the future, not the cash mountains of today, is coming from the youngsters in the young start-ups. Increasingly those microelectronic inventors of British origin are being whittled away.

Why is it that the UK's industrial and financial establishments are still terrified by the long-term logic that is now accepted around the world? Even the bureaucracy-minded Germans are more easily cushioned in old-world success than any British company — have now got the post-industrial message to an extent that borders on panic.

At arms length BROKERS Hoare Govett have come across a beautifully elegant way of avoiding the conflicts of interest which are going to bedevil the new securities conglomerates being built up around the Stock Exchange.

Fire the salesmen, dealers and investment managers, and just keep the analysts. How better can you convince your clients that you will never promote a stock just because your dealers have too much of it or because the corporate finance department has a new client? Not that Hoare would need to convince people of that — but some other firms might.

In fact, Hoare Govett has no plans to do any firing in London. What it has done is link up with an independent research service in Chicago called Duff & Phelps which is not a broker but lives off the fees from selling its analysis of American stocks. Duff & Phelps will provide analysis of 475 leading US companies done by what is claimed to be the second largest US investment research staff after Merrill Lynch, the biggest broker in the world. Duff & Phelps has about 60 analysts.

The research will be marketed from London under the joint name of the two companies with what Hoare coyly calls the addition of the "global perspective" of its own analysts in London. Hoare itself is to be backed by the US Bank Security Pacific, which, in fact, tried to buy Duff & Phelps but was turned down by the US Federal Reserve, because Duff is also the third largest credit rating agency in the US and this was seen as a conflict of interest. There is to be no formal corporate link between Hoare and Duff.

## National Institute urges Lawson to follow US economic route

### Relax budgetary policy call

By Christopher Huhne, Economics Editor

The Chancellor, Mr Nigel Lawson, should follow America's example either by cutting taxes or raising public spending despite a likely overshoot of his borrowing targets, the National Institute of Economic and Social Research said yesterday.

In its quarterly review, the institute said that the recent rise in interest rates was a "serious setback" to a government strategy which had been to run a tight budgetary policy to get interest rates down. It claimed that the "wrong balance between fiscal and monetary policy has been struck."

course would be to relax budgetary policy. An expansionary budget policy had boosted America's growth and jobs. The institute directly contradicts the Treasury's recent claims by advocating increased public spending which "would achieve a much more immediate and substantial effect on unemployment" than tax cuts.

Underlying the broadly Keynesian Institute's appraisal is a gloomier view of our economic prospects than in its last review. Though growth this year is expected to be 2.8 per cent, this is partly due to a rebound from the miners' strike, which is assumed to end in this quarter.

Next year, the growth of national income slows down to only 0.9 per cent — a "growth recession" — as investment turns down gently and world trade growth slows from 6 to 7 per cent in 1985 to 4 to 5 per cent.

## Fraser looks to the future

By Andrew Cornelius

HOUSE of Fraser, the Harrods stores group, yesterday signalled that it is preparing for life without Lordi with the appointment of Mr George Willoughby, the finance director, to the newly created role of business planning and development director.

News of the appointment comes ahead of next Thursday's deadline for completion of the delayed Monopolies Commission report into Lordi's relationship with Fraser.

Mr Willoughby has been one of the prime architects of Fraser's defences against Lordi's takeover ambitions during the long running feud between the two companies. Hostilities between the two sides have eased in recent months following the sale of Lordi's 29.9 per cent Fraser stake to the Egyptian Al-Fayed Brothers.

The Fraser board now hopes that publication of the Monopolies report will bring to an end the speculation that has surrounded the company's future for the past eight years and distracted senior management from the job of running the business.

## Grocery group axes 600 HQ staff

More than 600 people employed at the International Stores headquarters in Berkshire are to lose their jobs when the firm runs down its base.

A spokesman at the Ocean House building said that the closure had been confirmed and that most of the 700 jobs at the Bracknell base would go.

## NEWS IN BRIEF

**THE industrial combine, BTR, is expected today to extend its £33 million takeover bid for Dunlop without improving the terms of its offer for the rubber and tyres group. The final closing date expired yesterday and the company is required to declare its intentions and disclose the level of acceptances for the offer today.**

Dunlop shares only gained 4p to 444p, leading analysts to assume that BTR will delay making any improved offer until later in the battle. Its current bid only values Dunlop at 21p a share.

## Run of Plessey profit gains comes to a sudden end

By David Simpson, Business Correspondent

Another of Britain's high growth electronics groups, Plessey, yesterday followed its rival Racal, in revealing that its run of profit increases has come to a sudden end partly because of lower demand in the US.

In the nine months to December 31, Plessey's pre-tax profit dipped from £124.6 million in the identical 1983 period to £121.2 million, despite an 8.9 per cent growth in sales to £271 million. All the downturn occurred in the October to December quarter.

The group's results would have appeared even worse but for a 50 per cent increase in trading profit in its aerospace and engineering division. Earnings from its electronic systems division fell from £22.7 million to £22.6 million, while its mainstay telecommunications activities earned only £46.9 million, over £15 million less than in the parallel 1983 period.

## Computer index aid for police

By Maggie Brown

A computer system capable of indexing clues and statements from key witnesses at the scene of a crime may become a standard detection tool for policemen investigating murder, rape and robbery under a £1 million initiative announced yesterday.

## Business award

THE Guardian and leaders of British industry have been looking once again for the outstanding young businessman of the year — a top executive who has made a significant contribution in recent years, not only at a personal and company level but also in the national context.

## Computer index aid for police

THE Fifteenth of these awards created by the Guardian will be announced next month. The winner will be presented with a specially designed silver trophy at a Mansion House lunch on March 27, attended by leaders of industry and the City. The award will be presented by the guest of honour, David Owen, MP.

## Computer index aid for police

Members of the selection panel are Sir Terence Rees, director-general of the Confederation of British Industry; Roy Close, director-general of the British Institute of Management; Sir John Hoskins, director-general of the Institute of Directors; and Peter Gibbins, chairman of the Guardian and Manchester Evening News.

## Computer index aid for police

Previous winners have included Sir Michael Edwards, who received the award when chief executive of Chloride Group; James Gulliver, chairman of Argyle Foods; John Athorpe, executive chairman of Bejam; David Plastow, managing director and chief executive of Vickers, when group managing director of Rolls-Royce; and Sir Nigel Brookes, chairman of Trafalgar House.

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## BaE rift with MoD over fighter widens

By David Fairhall

The rift between British Aerospace and the Ministry of Defence on how to develop the so-called European fighter aircraft for the 1990s seems to have been widened, not closed, by the latest round of industrial negotiations.

While the Defence Secretary, Mr Michael Heseltine, remains committed to a five-nation solution involving the French military aircraft manufacturer Marcel Dassault — whom he is expected to meet next week — further talks have merely convinced the British firm that its aggressive French rival will never cooperate except as the dominant member of the partnership.

On that assumption, British Aerospace favours either a move towards a loose collaboration, similar to the triangular Tornador programme with Germany and Italy, or a national programme to develop its own advanced combat aircraft.

And if the government were also prepared to go it alone, BaE would offer to meet the difference between the new fighter development cost and whatever Britain would have put into a five-nation programme.

The French have apparently made some concessions, for example in no longer demanding a 46 per cent share of work on the EFA. But their latest offer, according to British sources, would leave them with 31 per cent — a disproportionate share that would enable them to argue a strong case for design leadership and project management.

British Aerospace would prefer the three major partners — Britain, France and Germany — to have 25 per cent each, with 10 per cent for Spain.

## Computer index aid for police

THE French are already the odd man out as far as the military requirement is concerned, because their air force really needs a ground attack aircraft rather than the air superiority fighter the others are looking for.

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## COMPANY BRIEFING

## Buoyant demand for Ward homes

Ward Holdings, the Kent housebuilder, encountered such buoyant conditions in the luxury homes market that it was able to take a heavy loss on its manufacturing operations in its stride with only slight financial bruising last year. The dividend is being raised by over a quarter and demand has remained almost impervious to high interest rates.

Turnover showed what probably ranks as the most rapid increase in the housebuilding business in the year to October 31, reaching £23.6 million against £18.1 million previously. Plant, hire and merchandising comprise a small part of the total, though the former contributed a modestly higher profit. Manufacturing was more significant as a loss-maker than as a contributor to revenue, and the Hoddesdon Aluminium castings business is at a make-or-buy stage.

Pre-tax profit soared to £4.42 million, from £2.72 million, with homebuilding accounting for £5 million, almost twice the previous total, while manufacturing incurred a £1.08 million loss, close to the preceding deficit. Although the metal spiral staircase factory broke even in face of low demand for smaller housing installations, the new coatings plant again failed to meet scheduled performance. A last attempt to achieve the necessary throughput and market is now being made.

Commercial development and letting are set to show a higher return after moving up to £387,000. The first of three retail centres is almost complete. The controlling directors are optimistic about the outlook in spite of the hard winter and recent leap in interest rates.

The final dividend of 5p net a share, after 4p, takes the total to 8.6p, from 5.19p net a share, covered by earnings of 27p on the ordinary and deferred capital. The shares gained 17p to 177p on the announcement and confirmation of active demand for the most profitable types of housing that the company is increasingly involved in, along with new retirement home projects.

## Saxon booster

A slice of revenue from the vast Forties field has helped Saxon Oil boost its pre-tax earnings from £39.1 million to £14.9 million in the half year to December 31, 1984.

Saxon bought a stake in Forties when BP, the owner and operator, decided to sell off 12 per cent of the field in 1983.

## Bestobell's problems

PROBLEMS in Australia have again plagued Bestobell, the specialist engineering group chaired by Mr Sandy Marshall.

The company revealed yesterday that it would have to provide "a further substantial sum" against completion of its power station construction contract at Loy Yang in Victoria.

Trouble began in 1983 when Bestobell was forced to set aside £2.6 million and dismiss senior members within the Australian division. Things began to look up last September when the company said that "rigorous management action" had enabled it to write back £290,000 of the provision.

News of the surprise setback yesterday sent Bestobell shares tumbling from 289p to 275p. Mr Marshall also warned that poor trading conditions generally in the

southern hemisphere would also contribute to "a severe adverse effect on the outcome of operations" during 1984.

Mr Ben Carr, who was made chairman of Bestobell Australia last November, will now take executive control as well as another attempt to minimise the loss and hopefully secure some recovery.

At the half-year to June, 1984, Bestobell showed a small rise in pre-tax earnings from £4.08 million to £4.1 million on sales up from £68.9 million to £71 million. Fuller disclosure of the continuing problems in Australia is expected when Bestobell announces its full-year earnings on March 20.

In 1979, Bestobell successfully fought off a £23 million takeover bid from BTR, the industrial combine which is now seeking to acquire the troubled Dunlop group for £33 million.

But Forties revenue was not the only contributor to Saxon's improved performance and the group's shares, which are traded on the unlisted securities market, rose 20p to 465p on news that cash generated from its operations (£3.5 million) was nearly sufficient to cover Saxon's exploration expenditure which has grown to £3.8 million.

Revenues from oil and gas sales are "significantly higher than expected" partly because the dollar earnings have been increased by sterling's weakness, but also because Forties production (Saxon's share is 1,000 barrels a day) has been running 9.5 per cent higher than when the stake was acquired.

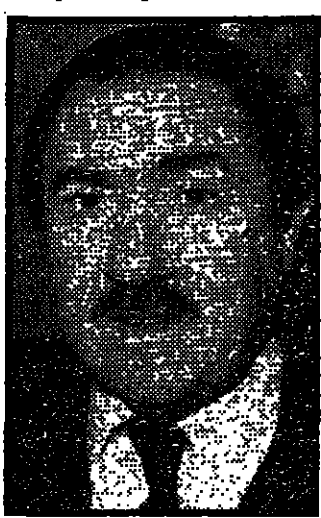
## Muirhead retreats

Muirhead, the facsimile equipment manufacturer supplying military and civil customers has run into a further bout of severe competitive pressure, although sales expanded fairly strongly in the second half of the year to September 30.

The rise in the dollar and depreciation of the pound against the Japanese currency have raised costs without much offset from exports which have been concentrated more on Europe in recent years.

On turnover, £34.3 million, higher at £34.5 million, the Beckenham, Kent-based group saw profit fall back to £1.2 million, from £1.6 million previously.

At the interim stage, when profit was up, the directors, headed by Sir Raymond Brown, said that new products in data communications and process control sold for lower prices but were more profitable. The second half reversal stems from the rise in component costs resulting from the soaring dollar and relatively strong



Sir Raymond Brown

## DPCE to raise £6.9m

DPCE, the computer maintenance specialist, is aiming to double in size through overseas expansion, partly by acquisition. It is raising £6.9 million through a rights issue.

In the six months to December 31, the company, whose shares came to market at a 200p striking price after a tender offer, made a profit of £1.12 million, up from £818,000 in the corresponding period. Revenue from banks and other customers grew considerably faster to £5.57 million, from £3.4 million.

Although new business is not always profitable immediately, the branch in the United

States contributed for the first time in the first period of operation. Heavy investment in complete computers and add-on equipment is required to achieve the full potential and this is now under way.

The issue is in the ratio of one new share for every six held at an issue price of 36p. Although borrowing has remained negligible, since the £2.9 million inflow derived from the flotation, the opportunity for gaining large contracts in the US requires larger financial resources.

Meanwhile, the maximum £762,000 payable for the recent acquisition of a Dutch company, Storage Technology, a US offshoot supplying terminals has widened the European net.

The interim dividend is being raised to 0.8p net a share, from 0.7p covered many times over by earnings of 5.8p.

Tangible assets will be more than doubled by the new issue, after write-offs of goodwill. The chairman, Mr Colin Clive, says that in addition to the 20m of remaining in the van of computer maintenance with all that implies when technology is changing so rapidly, there will be rising investment in the equipment of important manufacturers who equipment is not at present maintained by the group.

The shares gained another 30p to 465p after the announcement. A final dividend of 2.5p is forecast making a 20 per cent increase for the year. Candover Investments, the management buy-out financier no longer holds a majority stake in the company.

## 'Bible' improves

Metal Bulletin may serve a range of metal bashing industries, but its advertising agencies, is expanding into public relations with the £6.5 million takeover of Biss, Lancaster, a privately-owned consultancy.

Initially, WCRS will pay £3.25 million to be funded by the issue of 1.8 million new shares. A further £3.25 million will be paid in stage payments from 1986 to 1988 provided that Biss meets its profits forecasts for these years.

In addition, it is offering the shareholders a bonus one-for-one share issue, and a boosted final dividend of 8p compared with 6.6p. Pre-tax profits rose to £1.2 million, compared with £1.05 million.

The company, which has been pressing into business book publishing on the back of its Metal Bulletin, the weekly bible for the metals industry, predicts that 1985 will see a further increase in activity.

## Confident Media

Media Technology, which makes and rents cameras to the film industry, yesterday reported pre-tax profits for the six months to November 30, of £830,000, up from £778,000.

## A &amp; W aided by pound

Albright & Wilson, the UK chemicals offshoot of the US Tenneco combine, yesterday reported a strong surge in 1984 earnings.

Pre-tax profits rose from £25.7 million to £29.5 million even though A&W no longer also expects its current second half to at least maintain the 20 per cent growth seen in the first. It also expanded its business to the East Coast of the US. The shares were unchanged at 181p.

The results confirm that the annual dividend for the full year of 1.6p proposed at the time of its flotation will be even covered. The company also expects its current second half to at least maintain the 20 per cent growth seen in the first. It also expanded its business to the East Coast of the US. The shares were unchanged at 181p.

The weakness of sterling played a significant part in the earnings growth. Sales volumes and margins improved in the overseas businesses but their contribution was enhanced by the strengthening of the dollar against the pound.

Profits from the UK actually fell. The high cost of detergent raw materials was blamed. This time the weak pound hurt the company less, as detergent raw materials derive from dollar-denominated oil.

## £6.5m PR takeover

Wight Collins Rutherford, one of the fastest-growing London advertising agencies, is expanding into public relations with the £6.5 million takeover of Biss, Lancaster, a privately-owned consultancy.

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## Support very selective but overall tone steady

## THE MARKETS

Stock markets continued to chart a narrow course, with takeover situations and company statements remaining the main influence over share price movements. The overall tone was steady enough, with plus signs in a narrow majority, but the final breakdown in the miners' talks and little comfort drawn from Paul Volcker's address to Congress, investment support was very selective.

There were a few sparks flying in the electrical sectors following the unexpected release of Plessey's third-quarter figures in dollars in New York, late on Wednesday. With analysts doing quick calculations the shares plunged to 182p before embarrassed directors rushed out the figures early to dampen speculation. The profits proved to be a smack in line with most expectations of around £40 million and the shares quickly rebounded to close at 185p, a net rise of 6p. Other electricals moved down and up in sympathy.

Elsewhere all was comparatively calm. ICI advanced another 15p to 844p as brokers continued to upgrade their forecasts ahead of next Thursday's results. Trafalgar's bid for Haden (another 10p up to 288p) prompted further demand for selective engineers. Consensus stocks remained firmless, although Guinness spurred 8p to 242p after a cheerful lunch with brokers. Banks shed 2p to 8p on renewed worries over South American debt problems. Insurance stocks traded nervously ahead of the dividend season next month. Newspapers were active again with Fleet Holdings improving another 8p to 251p on takeover speculation. Oil stayed close to their overnight levels, but some explorers rose sharply after encouraging profits news.

Leading industrials recorded a majority of falls in the 2p to 8p range. Gills also kept a low profile, with conventionalists a quarter and index-linked three-fifths lower. Quiet builders provided a firm support in Ward Holdings, up 17p to 177p following a 63 per cent upsurge in pre-tax profits. Golds relinquished 50 cents to a dollar.

Receding retreated 5p to 358p, while Thorn-EMI relinquished 10p to 437p. In contrast there was support for Courtaulds 3p improved and GEC which added 4p to 200p. In foods, Associated Dairies advanced 15p to 150p. Unigate followed a broker's circular, up on 5p to 147p.

Bernard Matthews up 13p to 297p, found support on the group's expansion prospects. Recovery prospects gave a 6p filip to Turner and Newall at 112p, while Baxters, trading in response to favourable comments climbed 7p to 80p, disappointing results lowered Muirhead 8p to 184p, but investment demand ahead of the

government sale lifted British Aerospace 8p to 390p. The Indian subsidiary sale and recent good profits helped Carclo to a 15p gain at 243p. The rights issue proposals and good profits lifted DPCE 21p to 465p, while higher profits and the free share handout enabled Metal Bulletin to rise 10p to 215p.

The group's dollar earnings potential prompted a 14p rise in Christie's International at 548p. In a dull banking sector National Westminster lost 8p to 654p, but in Discount Houses Wednesday's bid approach gave a 15p boost to Seacombe Marshall at 390p. In selective.

LONDON Trust, the venture-capital investment trust whose direct involvement in new enterprises has produced very mixed results culminated in a loss of 10p to 100p. The trust's share price, which has improved after four years of underperformance, County Bank, the trust's advisers have received proposals emanating from abroad that would bring a change of direction and the opportunity to sell out, albeit at a discount on assets.

The insurance sector a favourable broker's circular up 8p on Hogg Robinson at 260p. Secondary oils came in for some attention including Saxon which advanced 20p to 465p after the interim report. Stakks gained encouragement from the AGM putting on 8p to 187p, while ahead of results next Thursday Vantona rose 6p to 213p. In metals, Lancaster acquisition was good for a 28p improvement in Wight Collins at 308p. Speculative buying put 6p on Regalian Pros at 82p, while investment buying boosted Poly Peak 13p to 237p.

Main changes were: Ward White 17p, up 17p; Haden 288p, up 10p; Plessey 182p, up 6p; Guinness 242p, up 8p; Fleet Holdings 291p, up 8p; ICI 844p, up 15p; Muirhead 184p, down 8p; Unigate 147p, up 5p.

Stock Exchange turnover for February 20: Number of bargains 20,616; value £372,504 million.

Frankfurt: Prices slumped in moderate trading as a result of profit-taking. After stocks touched record levels earlier this week, The Commerbank Index fell 10.5 points from its record level on Wednesday to stand at 1178.0. Scattered individual issues lost more than 5.00 marks a share in dealings, although dealers noted that most stocks ended above their

intra-day lowest levels after a partial recovery set in at mid-session. Traders generally put the movement down to profit-taking and other technical factors related to the market's climb to record highest levels earlier in the week.

Paris: Technical factors pushed shares sharply higher in heavy trading. Traders attributed the rise primarily to the start of the May trading account, which allows investors to buy stocks on one month's credit. Wall Street's advance on Wednesday was cited as a bullish factor. Reversing a nearly two-day advance, the French market indicator finished the session with a gain of 1.34 per cent. Advancing 138 to 34, the CAC index of French stocks rose to a new record of 205.9, up from 203.8 on Wednesday.

Tokyo: Reversing a nearly two-day advance, the Japanese stock prices fell broadly in moderate trading. There was "nothing bad" behind the afternoon drop, only a focusing of previously broad-based interest into the banks, securities houses and cars, a broker said. A second noted local press reports implying a new round of buying on the part of the Japanese "voluntary" restraints on car exports, which trimmed early gains. Nikkei Dow Jones Index: 12,128.46 (12,153.37). Hong Kong: Markets closed for the Chinese lunar year holiday.

Money markets: Periods went firmer under influence of a weaker pound and the prospect for higher rates across the Atlantic. On the view that 14 per cent base rates are here to stay for some time, the longer end exercised leverage that left the overnight interbank rate at 5 1/8 per cent, higher than the 5 1/16 per cent on the previous day. The three-month interbank deposit rose to 4.9 per cent from 4.8 per cent. A good deal of natural issuing of prime clearing bank paper was noted.

One of the clearer was even issuing in the "twelves." Local authorities had a quiet day. Eurodollar deposits became busier in the wake of Paul Volcker's views. Rates that were already firmer in the morning moved up again in the afternoon, when the US GNP for the fourth quarter was revised up to 4.9 per cent from 3.9 per cent.

FT Ordinary Share Index up 3.6 at 844.3. FT-SE 100 Index up 3.2 at 1279.9. FTSE 100 Index up 3.2 at 1279.9. FTSE 100 Index up 3.2 at 1279.9.

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## THE STOCK EXCHANGE

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# How Britain is losing out in the productivity battle

Same machines, but different output.  
Christopher Huhne on NIESR report

THE MUCH vaunted productivity breakthrough in Britain since the 1979-81 recession still has a long way to go before we catch up with our competitors, according to a special study reported in the latest National Institute Economic Review.

A special survey of 45 firms making the same kind of products as those of average West German output per person — productivity — is some 63 per cent higher than the equivalent figure in Britain. The reason for the discrepancy is overwhelmingly put down to lack of training in modern skills.

The study, by Anne Daly, David Hitchens and Karin Wagner, shows that the average age of British machinery is not very different from that of our German competitors, but it is less technically advanced, is subject to more frequent breakdowns and those faults take longer to correct than in Germany.

"Perhaps the most important overall implication of this study is that lack of technical expertise and training, rather than a simple lack of modern machinery, is the stumbling block," the authors say.

The relative lack of skills in Britain is crucial in explaining lower productivity, the authors argue, because it means that there are fewer people available to handle production problems. The difference was clearest with frequent breakdowns of machinery.

The authors found that when machines did break down, there is frequently no in-house ability to carry out a repair, or even to diagnose the fault.

The authors also found the clearest differences in skills at the level of foremen. In 14 of the 16 British firms which were visited, the production foremen had acquired their position purely as a result of experience on the shop-floor, without formal qualifications. In only two cases had they even served an apprenticeship.

By contrast, German production foremen in all 16 firms had passed examinations as craftsmen; 13 had also acquired the higher certificate of Meister (master craftsman) and the remaining three had undergone additional training towards that qualification but had not yet passed their tests.

Though the report finds that the age profile of machinery is not very different

points out that its conclusions are depressingly similar to those of the Anglo-American Council on Productivity in the early 1980s, and it suggests that, if anything, present government policies towards training are likely to make Britain's deficiencies worse.

The Youth Training Scheme was flawed by the lack of examinable standards while at a higher level of skill training the report describes as "worrying" the trend in provision for general craftsmen.

The broad net of craft training in Germany has provided a basis for the rapid mastery of modern high technology skills. In this country, craft and technician trainees in the engineering industry under the supervision of the Engineering Industries Training Board — have fallen drastically from 28,000 in the first year of training in 1967 to 9,000 in 1983.

Furthermore, the Board's view was that it should no longer "seek to augment the industry's intake of craft or technician trainees." This, the authors write, "seems very puzzling to anyone taking a long view of the future of British manufacturing."

They conclude that the health of much of British manufacturing industry remains precarious and that a broad policy initiative is now required to combine and improve technical and managerial skills.

## Lack of demand 'led to jobless'

THE LARGE rise in British unemployment rate since the late seventies has been overwhelmingly due to a lack of demand for goods and services rather than high benefits, powerful trade unions, or new technology.

This is the central conclusion of a pioneering attempt to synthesise the various competing theories of unemployment by two leading labour market economists, Professor Richard Layard of the London School of Economics, and Professor Stephen Nickell of Oxford University.

In "The Causes of British Unemployment," a special article in the National Institute Economic Review published yesterday, the authors develop a small computer model of the interactions between the goods market and the labour market, which they then use to analyse the rise in unemployment.

In broad terms, they conclude that most of the increase in Britain's unemployment rate up until the late seventies was due to the sort of "supply-side" factors which the government now likes to highlight: trade union militancy, higher benefits, increased labour taxes such as National Insurance contributions.

But over the period which saw the largest increase in unemployment — between the periods 1973-79 and 1980-82 including the most severe recession since 1921 — demand factors alone accounted for 5.1 percentage points of the 7

percentage point increase in the unemployment rate.

By implication, this means that the government could have tailored its demand policies — its taxes and spending — to keep unemployment down 5 percentage points without increasing inflation. The experience of higher unemployment, however, means that the room for cutting unemployment merely by pulling the levers of tax cuts or spending increases is no longer so large.

Nor is unemployment due to new technology. Potential demand for goods and services is far from saturated, and the degree of structural unemployment does not appear to have risen because the pattern of unemployment levels in each sector relative to vacancies in each sector has not shifted much. They attribute less than 1 percentage point of the unemployment rise to such mismatch.

The authors' estimates suggest that unemployment could still be cut to a rate of between 10½ and 11½ per cent by government demand policy without provoking any acceleration of inflation, though any fall beyond that point would require new policies to cut the amount of wage push in the economy. One such policy advocated by Professor Layard is an "inflation tax" on pay increases above a norm as a new type of incomes policy.

### THE CAUSES OF BRITAIN'S MALE UNEMPLOYMENT

Periods	Percentage points		
	1956-66 to 1967-74	1967-74 to 1975-79	1975-79 to 1980-83
Employers' labour taxes	0.42	0.67	0.78
Benefit changes	0.54	0.09	0.10
Unions	0.86	0.86	0.57
Rise import prices	0.36	1.01	0.67
Mismatch	0.14	0.18	0.44
Lack of Demand	0.47	0.82	5.14
Incomes policy	—	0.31	0.43
<b>Total</b>	<b>2.05</b>	<b>3.14</b>	<b>6.59</b>
<b>Actual change</b>	<b>1.82</b>	<b>3.01</b>	<b>7.00</b>

## THE BUDGET Hands off pension scheme — Kinnock

By our Political Staff

The Opposition Leader, Mr Neil Kinnock, yesterday urged the Government not to go ahead with any scheme to scrap the state earnings related pension scheme.

He sought an assurance from the Leader of the House, Mr John Biffen, standing in for the Prime Minister at question time.

But Mr Biffen said the scheme was being reviewed by the Social Services Secretary, Mr Norman Fowler and Mr Kinnock would "have to wait with the rest of us on the consequences of that review."

Mr Kinnock reminded Mr Biffen that the Prime Minister had said during the general election campaign that there were no plans to change the earnings related pension. He also said there was very wide public concern about the possibility of taxing pension schemes.

Mr Biffen said Mr Kinnock would have to wait the outcome of the review. Earlier, during Treasury questions, the Chancellor, Mr Nigel Lawson, and Treasury Ministers came under pressure from MPs from all sides about the need to create jobs with the £15 billion expected to be available for tax cuts in the budget.

Mr John Moore, the financial secretary to the Treasury, was asked by the Shadow Minister, Mr Terry Davis how many jobs would be created by using the £15 billion on cutting taxes.

Mr Moore dismissed this as a simplistic question and insisted that jobs could be created through tax cuts by improving the competitiveness of companies. Simple mathematical models failed to understand this.

Mr Moore also told MPs that the economy of the British economy was not a lack of demand or public expenditure. It was Britain's inability to compete with foreign companies. Tax cuts would help to encourage lower wage settlements which would help the economy to be more competitive.

Labour and Tory MPs also pressed the Government not to impose VAT on local newspapers in the budget — warning that thousands of jobs could be put at risk.

During the last Treasury question time before the budget, the Treasury Minister of State, Mr Barney Hayhoe, was told that many titles could fold if the tax was imposed.

## Miners slapped TUC in face — Walker

### PIT DISPUTE

By Alan Travis

THE Energy Secretary, Mr Peter Walker, yesterday predicted that more than half of Britain's miners would be back at work within the next few days and said that by turning down the latest offer the National Union of Mineworkers had slapped the TUC in the face.

Mr Walker answering a private notice question in the Commons said: "As far as I am concerned on the issues dealt with by the document, talks have come to an end. Within the next few days I will expect more than half the NUM membership will be at work."

He said: "There is no way that Mr Scargill's absurd and extreme demands are going to be met." The miners' leaders had "slapped the TUC in the face in the same way Mr Scargill had slapped Aneurin Bevan in the face."

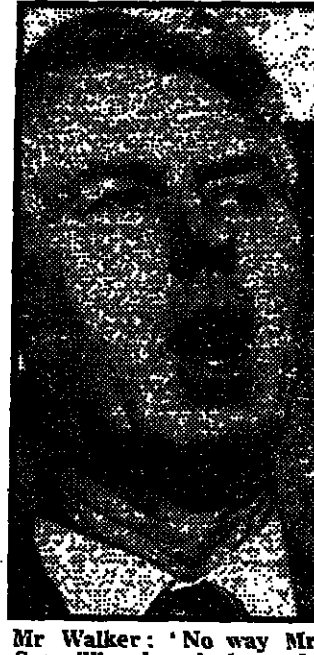
He accused the Labour Party left wing of conducting a campaign against Mr Norman Willis, the TUC's general secretary, and added that the TUC delegation that went to Number 10 Downing Street for talks was "not just Mr Willis but a wide range of trade union leaders from the left to the right of the spectrum."

He said that until the NUM executive recognised that the NUM's final offer was final the strike would go on: "I'm glad to say they have lost this strike. They have done great damage to the Labour Party, and they are now doing damage to the TUC. But most of all they are doing damage to the miners."

In his opening statement Mr Walker outlined the developments in the dispute over the last few days and said the TUC confirmed that the Prime Minister, the proposals under discussion would, if agreed to, constitute the final agreement on all of the matters which they dealt with, and that they were not a document which would be an agenda or form the basis of any further negotiations of these issues.

The TUC raised a number of difficulties about the documents and their views were conveyed to the NCB.

Subsequently the seven TUC leaders asked to have further talks with me before they met the NCB," Mr Walker said he clarified the position regarding the new Nacods procedures and said



Mr Walker: 'No way Mr Scargill's absurd demands are going to be met'

that the Government could not accept the position that if the NUM refused to agree to the details of the independent body, no review procedure would exist.

"For this might have the effect of the NUM being able to frustrate any reasonable plans for closure. The document was therefore amended to express the desire of all parties to see that the new procedures were in operation by the first of June, which would be well in time for any disputed closure to be referred to the independent body."

Mr Walker said he shared the TUC's disappointment that the NUM executive had rejected the latest proposals.

"I deplore that the generous and reasonable offers now available to miners, continue to be rejected by the NUM executive. Those coalfields which originally balloted voted overwhelmingly against strike action."

"I can only urge those miners still on strike, though deprived of a ballot, to swiftly return to normal working, so that the damage being done to their industry, their families and their communities, can come to an end."

Later Labour left winger Mr Dennis Skinner (Bolsover) was ordered out of the Commons after he accused the Leader of the House, Mr John Biffen, of lying during question time. Mr Skinner shouted: "That's a lie" when Mr Biffen said

that Mr Skinner has been arguing for months that the Government should see the TUC over the miners' strike. "Not me, never asked that question. Check the record, mister," he said.

Mr Tony Benn (Lab. Chesterfield), said the Energy Secretary had failed to explain how the NUM executive and the delegate conference had yesterday unanimously rejected the new package. He said it was worse than the offer made at the weekend.

"Is he aware that the leadership of the NUM, Mr Arthur Scargill, Mr Peter Heathfield and Mick McGahey, have the unanimous support of the executive and the delegate conference?"

He said 87 per cent of those who had ever struck were still on strike and after that sacrifice were not prepared to accept a 13 per cent cut in their industry.

Mr Benn said that the Government's refusal to settle was "why the Government's substantial fall in popularity had taken place as well as the fall in the pound. The public are beginning to understand that the Government planned the strike, sustained the strike and now want it to continue."

Walker replied: "That is a gross insult to the seven TUC leaders."

The Energy Secretary rejected Labour demands, led by Mr Stan Orme, the Shadow Energy Secretary, to bring the National Coal Board to the fore as the first executive of the NUM together for direct talks.

Mr Walker reaffirmed that there could be no more negotiations: "I deplore the fact that the generous and reasonable offers now available to the miners continue to be rejected by the NUM executive."

Mr Walker also rejected demands from Mr Gerald Howarth (C. Cammock) for those miners remaining on strike to be dismissed: "I will have no part in saying at a particular moment that miners who may well have been kept out by intimidation should be sacked as a result."

Mr Skinner claimed that the TUC delegation had been hoodwinked by the Prime Minister and claimed that in his constituency where 30 per cent of the miners were on strike coal was now costing £200 a ton to extract compared to £38 a ton in normal times.

### JUSTICE BILL

## Right of appeal move

By Colin Brown

THE Lord Chancellor, Lord Hailsham, will face strong opposition in the Lords on Monday over a compromise which he is seeking to offer peers on the controversial decision to remove the right of appeal for people seeking a judicial review.

Lord Hailsham was forced to back down earlier this month in the face of strong opposition from peers, including the former Master of the Rolls, Lord Denning, on Clause 43 of the Administration of Justice Bill.

This would have removed the right to appeal to the Court of Appeal against the decision of the High Court refusing leave to apply for judicial review. It was argued that it would take away one of the important methods of challenging the decisions of ministers, government departments, local authorities and other public bodies. Lord Hailsham had to back down a government defeat allowed the clause to be voted down. On Monday when the bill goes through its report

stage, he will urge peers to accept a compromise which will enable a review to be carried out by a divisional court of the Queen's Bench, presided over by a judge.

With strong government whipping, Lord Hailsham is expected to secure Lords' approval for the compromise but not without a fight. Yesterday Lord Denning, chairman of the Bar, rejected the compromise offered by Lord Hailsham on the grounds that it would not go far enough.



Lord Hailsham—opposition

### MEMOIRS ROW

## Faulds bites back

LORD Tonypantry, the former Speaker of the House of Commons, was branded a "malicious old maid" in the House yesterday over his controversial memoirs published this week.

Mr Andrew Faulds (Lab. Warley E) called for a Commons committee to be set up to examine the need to restrain future Speakers from "such ego trips. Might we not then prevent the misrepresentation and the settlement of old scores indulged in by that malicious old maid, Tonypantry?"

Lord Tonypantry described Mr Faulds as one of the Commons "trouble makers" in his memoirs.

### TORY IMAGE

## Flying pundits

TORY Central Office put a group of Tory backbench MPs on standby yesterday after the announcement of the Government's proposals for restricting the number of drugs available on the NHS.

Their mission was to promote the Government's message by offering to explain the proposals to local newspapers, radio stations and local TV companies.

The MPs, who were destined to be known as the "flying pundits" are part of the Government's attempt to improve its image in the country and to overhaul its promotional machinery.

The idea of inviting selected Tory backbenchers to spread the Government's message in the country was about the Health Department. But ministers in other departments have been asked to take up the idea by party leaders.

The selection of the MPs is being co-ordinated by the Parliamentary Private Secretaries to the Government ministers. One said yesterday: "These are not tightly controlled units. It's just a fairly loose arrangement but we think it will help to explain government policies more clearly."

### LRT BILL

## Peers unhappy

LIBERAL peers were last night tabling an amendment to the London Regional Transport Bill to register their objections to the legislation being retrospective.

The Liberals are expecting a number of Tory MPs to support the amendment in the Second Reading of the Bill in the House of Lords next week. Although this would not block its passage, through Parliament, it would put a shot across the Government's bows.

Liberal peer Lord Tordoff said: "Parliament doesn't like retrospective legislation and there are a number of Tory peers who have expressed their objections to this sort of thing."

The bill, which was rushed through the Commons despite Opposition objections, forces the GLC to pay £50 million to the Transport Secretary, Mr Nicholas Ridley, despite a court ruling that he was acting unlawfully.

On the other hand it seems to favour the bulk of Labour voters, who switched to the Alliance during the 1983 election campaign, have reverted to their traditional Labour loyalty.

A single vote for the Alliance may have been put out of mind and a lifetime habit of Labour voting has reassured itself, even to the extent that they believe they will not vote for Labour when they do not. But these votes will clearly be difficult for Labour to hold as an election approaches and their political consciousness is reawakened.

## Why the Alliance voters labour to forget...

By Martin Linton

OVER two million voters appear to have forgotten that they voted for the Alliance at the last election and believe that they voted Labour, according to a survey by the Marplan Index for February.

Every month the pollsters ask their interviewees how they voted at the last election as an extra check on the representative quality of their sample, but the results have thrown an interesting light on the accuracy of the voters' memory.

Ever two months after the election some 31 per cent remembered voting Labour, although only 28 per cent had done so, and 24 per cent remembered voting Alliance, although 26 per cent had done so.

As the election receded fewer and fewer voters remembered voting Alliance and since the beginning of 1984 it has stayed at 20 per cent or below, even though the Alliance has climbed back in the polls to the same level of support it had at the last election — 26 per cent.

The percentage who remember voting for each party has varied a little from month to month according to the parties' popularity in that month. Thus in August, when Labour was at its peak, 38 per cent claimed to have voted Labour and only 41 per cent could remember voting Tory. In October, when the Tories were back in the lead, 47 per cent

remembered voting for them and only 16 per cent for the Alliance.

But apart from these month-to-month variations the main trend has been for Alliance voters to forget that they voted Alliance and to "remember" voting Labour. On this month's figures the recalled Alliance vote is 8

per cent down on its real vote — from 26 to 18 — and the Labour Party's recalled vote is 8 per cent up, equivalent to some 2,400,000 voters whose memory has played tricks on them.

Although there are some technical reasons accounting for a small part of the discrepancy, the main implication must be that the Alliance is suffering from an amnesia factor. Voters who take little or no interest in politics between elections simply forget about the Alliance. They forget that they voted Alliance last time and they forget about the Alliance when they are asked how they intend to vote by a polling organisation.

If this is so, it is both

good and bad news for the Alliance: had that so many voters seem to have forgotten of their existence, despite all their attempts to win a larger share of public life, it would mean that the Alliance has a reservoir of potential support that has just temporarily forgotten of its existence but may come back in the heightened political awareness of an election or a byelection campaign.

On the other hand it seems to favour the bulk of Labour voters, who switched to the Alliance during the 1983 election campaign, have reverted to their traditional Labour loyalty.

A single vote for the Alliance may have been put out of mind and a lifetime habit of Labour voting has reassured itself, even to the extent that they believe they will not vote for Labour when they do not. But these votes will clearly be difficult for Labour to hold as an election approaches and their political consciousness is reawakened.

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### 1984-1985 third quarter results

An extract from The Plessey Company's unaudited consolidated results.

	13 weeks ended 28 Dec. 1984	39 weeks ended 28 Dec. 1984	39 weeks ended 30 Dec. 1983
Sales	352.3	971.4	892.4
Operating profit	35.3	103.5	103.2
Profit before taxation	40.6	121.2	124.6
Earnings per share	2.95p	9.58p	10.62p

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8 30 Today, in  
8 35 Yesterday

9 45 Michael Elkins, former ABC foreign correspondent.  
9 45 Feedback: Your views on the Bech.  
10 0 News; International Assignment.  
10 20 Morning Story: The Acquisition by Mark Bourne.  
10 45 Daily Service.  
11 0 News; Maharaj: 5: Father and Mother of the People.  
11 48 A Suitcase and a Star: An astronomer's travels in Corfu.  
12 0 News; You and Yours.

1 0 The World at One: News.  
1 48 The Archers.  
2 0 News: Woman's Hour from Man-  
chester.  
3 0 News; Cousin Bazilio by Eca De-  
Queiroz (3)

4 0 News; Going Places. Transport  
mag.  
4 40 Story Time: Old Glory by  
Jonathan Raban (5).  
5 0 PM News magazine.

6 0 The Six O'Clock News.  
6 30 In One Ear. New series of the  
forgettable comedy show.  
7 0 News: The Archers.  
7 20 Pick of the Week.  
8 20 Law in Action. Legal issues.  
8 45 Any Questions? From Durham  
with Melvyn Bragg, Diana War-  
wick, Lord Vinson, Joan Hall.  
9 30 Letter from America by Alistair  
Cooke.

10.15 **A Book at Bedtime: The Doves of Venus by Olivia Manning (10)**

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 8 30 Mike Flynn 11 30 Fairplay.  
 12 30 pm Meet for Lunch. 1 40  
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 4. 9 45 Sporting News. 10 15 Nocturne.  
 11 24-0 am As Radio 2.

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**OPERA AND BALLET**

London

**ROYAL OPERA HOUSE COVENT**  
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Tues. 9.15. Wed. 7.30. Thurs. 8.00. Sat. 8.00.  
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## CONCERTS

10

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## City bank aids council to meet housing target

By Alan Dunn

Liverpool city council's Labour rulers agreed yesterday to fund its council housing programme in defiance of government threats to intervene and cut spending.

All the council's interest in house mortgages to the value of £30 million, mostly bought through the Government's right-to-buy legislation, are to be sold on a short-term basis to a syndicate of London banks. This will release about £9 million of capital receipts towards this year's estimated housing bill of £97 million.

The council is to tell Mr Patrick Jenkin, the Environment Secretary, that through a series of other accountability devices the council's capital programme is in the black and will stay there.

Two weeks ago Mr Jenkin visited the city and threatened to invoke an unused power under the Local Government Planning and Land Act to veto building contracts unless the council limited its capital spending.

The city treasurer, Mr Michael Reddington, and the deputy solicitor, Mr Roy Swainson, told a special meeting of the council's performance review committee that the mortgage deal was a legal and reasonable way to raise money for capital use.

Key features were that the money would be purely for capital and the mortgages' rights were unaffected. Mortgage holders would continue to pay their bills direct to the city, which would set the interest rates in the normal way.

The deal, one of five examined over recent months, will

be with a syndicate of banks through Banque Paribas (London) in conjunction with the financial consultants Phillips and Drew.

Banque Paribas is one of the largest French banks. It was nationalised under President Mitterrand.

Compared with borrowing the same amount on the money market, said Mr Reddington, the cost would be only about one-sixteenth per cent a year more, "which I regard as a small and not unreasonable margin to finance what you have in mind."

Two options have been offered: over seven, or over 25 years. The council had chosen seven years, which was nearer to the average life of building society mortgages. The 25-year deal would have cut capital receipts by £5 million.

Banque Paribas will manage the syndicate, and it is expected that the National Girobank will act as the syndicate's agent, and that the mortgages will be transferred to them. There will be an initial management fee of nine-sixteenths per cent plus £35,000.

The council is to tell Mr Jenkin that the estimated 1985-86 capital programme of £97 million is in fact likely to be £73.7 million, £200,000 above the spending limit of £73.1 million.

The difference lies in allowances of £10 million financial "slippage" of accounts from one year to another, financing of £11.8 million of repairs through capital, not revenue and £1.6 million of financial leasing.

Sir Trevor Jones, the Liberal leader, accused Labour of pawing the city's assets.

## De Lorean DPP sees £100m writ 'spy' film

By David Simpson

Business Correspondent

The liquidators of the De Lorean Motor Company yesterday joined the Government in suing Arthur Andersen, the accountancy firm which acted as auditors to the firm, for substantial damages because of professional negligence.

The two partners of accountants Pannell Kerr Forster, who are joint liquidators of De Lorean, yesterday took out a writ in Northern Ireland against Arthur Andersen, claiming damages of around £100 million on behalf of the failed motor company's unsecured creditors.

De Lorean went bankrupt after four years of operations in Northern Ireland in 1982, with total liabilities approaching £140 million, in addition to having lost £77 million of government grants which it had received.

Last Friday, the Government issued a writ in New York claiming damages of \$270 million (£245 million), against Arthur Andersen.

## DPP sees 'spy' film

Continued from page one

surveillance because I have argued for civil liberties. As a member of Parliament I demand to see my file."

Mr Larry Gostin, general secretary of the NOCI, whose offices had also been the subject of surveillance, it is alleged, wrote to Mr Brittan demanding to see his file, and asking for a full judicial inquiry into the security services.

Labour MPs challenged the Government to respond to the allegations made in the film but the indications last night were that there will be no change in Ministers' traditional refusal to discuss the operation of MI5.

Instead, Mr Brittan pointed to the forthcoming bill on the interception of telecommunications and mail, and said the proposed independent tribunal to study complaints would guarantee full investigation to anyone who believed there had been improper interception.

## Supergrass deals 'need checking'

By Paul Keel

Reforms in the conduct of supergrass trials and stricter guidelines on the use of firearms in Northern Ireland are called for in a human rights report.

The Standing Advisory Commission on Human Rights says that—on the assumption the authorities will continue to resort to supergrasses as a method of prosecution in the terrorist trials—it is important that justice is seen to be done to the defendants.

The commission's tenth annual report, published yesterday, says that immunity should only be granted to accomplices sparingly, and not for grave crimes such as murder. There should be no question, it says, of accomplices being offered large sums of money for resettlement after the trial.

The commission also recommends that the terms of any arrangement between the authorities and accomplices should be disclosed to the defence before the trial. The Director of Public Prosecutions should be encouraged to be very discriminating before instituting proceedings against defendants on the uncorroborated evidence of accomplices.

In non-jury trials, where the prosecution relies mainly or entirely on the uncorroborated evidence of accomplices, the court should consist of one and one-half judges instead of one and one-half judges and a lay assessor.

The report also says that greater priority should be given to the problem of delays, particularly the length of time defendants are remanded in custody before trial.

A BELFAST teacher was awarded £5,000 exemplary damages against the Ministry of Defence yesterday.

Northern Ireland's Lord Chief Justice, Lord Lowry, said that Mrs Anne Collette Walsh, aged 28, was roused from her bed and taken to a police station where she was photographed, measured and weighed.

She was released with no apology, explanation, or as a result of the future except a phrase indicating mistaken identity, he said.

Defendants held on remand in custody should be given a right to appeal after six months, and thereafter every three months to make a fresh application for bail.

The report notes that by March last year, the average time spent in custody on terrorist charges in Northern Ireland was 45 weeks and that five people had been in custody for over two years.

The commission also says that no more than 20 defendants ought normally to be involved in any one trial. The main concern, their report says, is that there is considerable strain on one judge in a lengthy trial in considering the evidence against so many defendants. They note that in the Raymond Gilmore supergrass trial last year, there were 40 defendants.

On the use of firearms by the security forces in Northern Ireland, the report says that recent events in the province have concerned the commission during the trial of three police officers last year, over events leading to and sur-

rounding the circumstances in which two alleged members of the Irish National Liberation Army were shot dead in County Armagh.

"But of greater concern to us is that, notwithstanding that a number of cases have now come before the courts, the circumstances in which members of the security forces may resort to the lawful use of firearms remain vague."

"In our view, and especially in the circumstances of Northern Ireland, this places an unfair burden not only on the prosecution authorities but on those we expect to enforce the law, often in difficult and dangerous conditions."

The commission urges the Government to define more closely the situation in which firearms may be used.

Leader comment, page 16

## Labour splits rank in teachers' pay row

By Andrew Memon, Education Staff

The unity of the employers in the teachers' pay dispute was shattered last night when the Labour-controlled big city authorities disowned the central policy of the management case.

The blame was placed squarely on Sir Keith Joseph, the Education Secretary, for his intervention this week which stunned the employers and damaged the credibility of their main negotiating card.

Mrs Nikki Harrison, chairman of the Association of Metropolitan Authorities, said last night that she could no longer accept the key proposal put to the teachers' union leaders.

That the call for talks on their pay deal to be conducted at the same time as negotiations on a package covering salary structure reform and changes in teachers' conditions of service.

At the last abortive meeting of the Burnham pay negotiating committee, the leader of the employers' side said that the employers were only possible through talks under one roof.

The proposals on salary structure have been costly to the management as increasing the teachers' pay bill by the teachers' union leaders.

The package and its cost were put to Sir Keith in detail, it emerged yesterday, at a lunchtime meeting of the local authority associations of the local authority associations on November 14 — the day before the proposals were unveiled to the teachers.

Yet Sir Keith waited until this Tuesday when the pay package was advanced and the two largest unions calling their members out on strike next week — to state in the Commons that there was no chance of finding the extra money.

Mrs Harrison said last night: "I put my reputation on the line. I was absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

Mr Philip Merridale, leader of the employers' side, said last night: "I am absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

Mr Philip Merridale, leader of the employers' side, said last night: "I am absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

## RUC officer shot dead after taking quiz contest children back to school



Sergeant Murphy (above) and the mini-bus (right) in which he was killed

From Bob Rodwell in Belfast

A sergeant in the Royal Ulster Constabulary community relations branch was shot dead yesterday as he returned a party of children to their primary school, after they had competed in an inter-schools quiz.

Sergeant John Francis Murphy, aged 30, a Roman Catholic with three children aged six, four, and one died instantly when terrorists opened fire with automatic weapons as he drove an unmarked police mini-bus in County Armagh.

He had just taken back to Drumalish primary school at Killybegs, eight miles from Armagh, 14 children who had



taken part in an RUC-sponsored quiz against a Catholic school in Armagh.

Sergeant Murphy, a policeman for 13 years, joined the RUC community relations branch in August last year, and yesterday was standing in for a colleague. He had a Queen's commendation for brave conduct and another award for exemplary police duty, and in 1973, that a bomb and bullet attack in St. Patrick's Cathedral, Armagh, after celebrating Mass with his two younger children.

There are 120 policemen and women permanently attached to the RUC community relations branch, the bulk of whose work is with schools and youth clubs across the province. The branch runs "top of the form" quizzes all over Ulster, principally as a means of forging links between Catholic schools and state schools which are almost wholly Protestant.

Sergeant Murphy was the first member of the RUC to be killed this year, but it was the second terrorist murder in the area in six days.

On Sunday the principal of the school at the Maze prison in Belfast, Mr Patrick Kerr, said a Catholic was shot dead by the Provisional IRA as he left duty, and in 1973, that a bomb and bullet attack in St. Patrick's Cathedral, Armagh, after celebrating Mass with his two younger children.

## Glemp's message takes soft line

By Michael Simmons

CARDINAL Józef Glemp, the leader of the Catholic Church in Poland, was in Britain yesterday for an 11-day stay, insisting that it was not his intention to burden his hosts with Polish problems.

Although his flight was held up for more than four hours because of fog around Heathrow, he was met at the airport by Cardinal Basil Hume, the Archbishop of Westminster, and the Polish Ambassador, Mr Janusz Szulc.

Smiling warmly after his first flight, and keeping an eye on his watch for the second, Cardinal Glemp said he was particularly happy to find himself on English soil.

"I come from a country that has been going through a difficult period in its post-war history, as is known to the ambassador here," he said. "I should like, however, to make it clear from the beginning that it is not my intention to burden you with our problems. I come with the joy of faith and in the spirit of unity."

Cardinal Hume was more pointed. Referring to the significance of Cardinal Glemp's visit, he said: "We acknowledge with pain that the outcome of that struggle was different to that which was envisaged when the war began."

Furthermore, the hardships suffered by the Polish people in recent years have stirred the hearts and captured the sympathies of the people in Britain."

But he appeared to depart with a warning. "Today, the Church in Poland, we know, is not engaged in a political struggle, only. It is concerned, as we are, with the things of God."

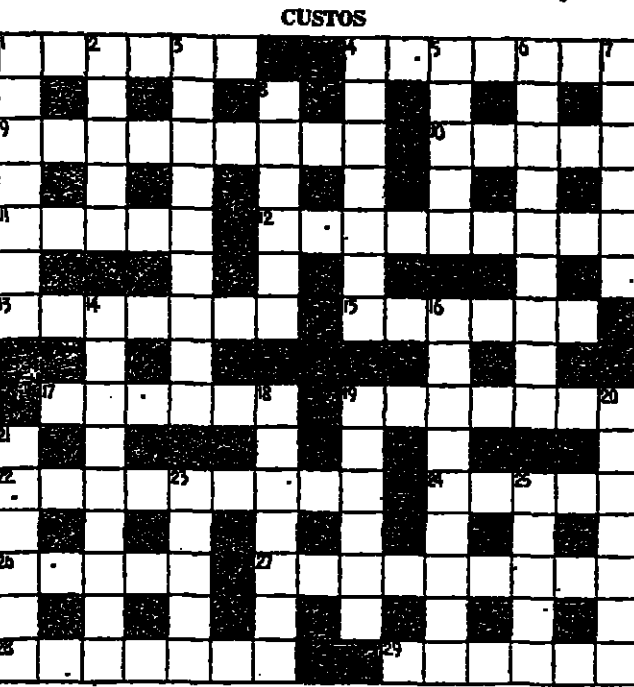
"Only" was missing from the press handout.

Cardinal Glemp said last night: "I am absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

Mr Philip Merridale, leader of the employers' side, said last night: "I am absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

Mr Philip Merridale, leader of the employers' side, said last night: "I am absolutely sure that the package was something we could negotiate and if we did so we would get 7.5 per cent."

## GUARDIAN CROSSWORD 17,167



- ACROSS
- Henry swallows bad beer as a result of this (6).
  - Those I tend are neat (7).
  - Healthy good man, having to mend limb, warns of danger (6, 3, 5).
  - Shell not quite long enough for a book (5).
  - Go cautiously, having septuple part of leg? (9).
  - It's normal to pull back into a position behind (7).
  - Western transport goes in reverse always in a tunnel (6).
  - Cried rascally going about lake, scratched (6).
  - Moves unsteadily in part of course, getting rest irritated (7).
  - Back me with strong pressure, d'you hear? It's a crisis (9).
  - When retiring, doctor will have a dance (5).
  - 27 Share fortunes won or
- DOWN
- A go-getter, mostly ruthless, nasty (7).
  - Pump for a slice of toast (5).
  - Colleague Edward dropped in to acknowledge a compliment (9).
  - About to lie in boxes, getting wrinkles (7).
  - Sport, before end of day, is dispirited (5).
  - After overthrow of evil, make a speech, highly detailed (9).
  - Cotton fabric, a yard, shrinking when put up (6).
  - Sets turning over or showing lethargy (6).
  - Undermining king protected by deity's plant (6, 3).
  - Complain Kate's ruined a slice of meat (9).
  - Popo also depicted in stamps (7).
  - Your doctor left an antiseptic (6).
  - Dark-complexioned, and sheepish about skin blemish (7).
  - He starts game, laying pound on Queen (6).
  - Type of daisy that makes one turn pale (5).
  - The writer to yearn endlessly for a sound (5).
- Solution tomorrow

## Thatcher helpless

Continued from page one

face stiffer competition because of the dollar.

It was important to avoid conflict between the EEC and the United States over their great and heavily subsidised agricultural surpluses.

The EEC had proposed a zero-farm price increase this year, she told her hosts.

Before leaving for London on a flight badly delayed by the freezing fog in London, Mrs Thatcher also had talks with Mr Paul Volcker, the chairman of the Federal Reserve Board, whose remarks indicating a somewhat tighter US monetary stance triggered the latest dollar surge.

Mrs Thatcher has repeatedly stressed here that psychological factors have now taken over from the fundamental economic factors which normally govern currency movements.

## Scarman backs 'informed consent'

Continued from page one

disabled and partially paralysed.

Lord Scarman said Mrs Sidaway had no complaint about the surgeon's diagnosis. He said the High Court and the Court of Appeal had used the wrong test in the case. They had followed the Bolam principle, which was established by a case in 1957, that a doctor was not being negligent if he followed current competent medical opinion or practice.

Instead, he said, doctors should provide the advice to enable a patient to make up her own mind unless the information would be detrimental to the patient's mental health or general health.

He expressed regret that Mrs Sidaway had failed to prove her case. One problem

was that the surgeon had died and there were some doubts about his advice to Mrs Sidaway. She denied being told about any risks but the High Court judge had assumed that the doctor had followed customary practice and warned her of the risk to damage to her nerve roots (a one in 50 chance) but not of the risk of damaging her spinal cord (one in 100), which occurred.

Scarman said he was not a doctor and he was not a lawyer. He was a judge. He was not a doctor and he was not a lawyer. He was a judge.

reject the NCB document was unanimous, and that the right was just as furious.

The normally moderate Mr Ray Chubb, president of the Nottinghamshire miners, said that the miners had many years' experience in the industry than the TUC. He thought that the TUC had fallen into a trap.

"It's time for the board to face up to its responsibilities and allow us to negotiate," he said. "Everyone wants an honourable settlement, but here we are negotiating over pieces of paper. We are being treated like children."

The key to the NUM's rejection of the latest peace overture, said Mr Peter Walker, the NUM's secretary, is that it has become suspicious of words. Every dot and comma of the NCB document contains for it an implied threat, and one senior TUC

## TUC and miners in row over rejection of peace formula

leader admitted last night that it does not remove the threat that the NCB will close pits if it considers them uneconomic.

TUC leaders, moreover, were not allowed to negotiate with the NCB. Peter Walker, the NUM's secretary, or the NCB. They were only permitted to convey certain points from the miners, with no guarantee that they would be accepted.

## THE WEATHER

### Rather cold

A RIDGE of high pressure will cover England and Wales as a trough of low pressure crosses northern districts from the west.

London: Sun 5-12, Mon 4-10, Tue 3-8, Wed 2-7, Thu 1-6, Fri 0-5, Sat 0-4, Sun 1-6.

Manchester: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Birmingham: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Cardiff: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Edinburgh: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Glasgow: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Liverpool: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Newcastle: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Nottingham: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Sheffield: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Southampton: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Stoke: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Wolverhampton: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

Wrexham: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

York: Sun 4-11, Mon 3-9, Tue 2-8, Wed 1-7, Thu 0-6, Fri 0-5, Sat 0-4, Sun 1-6.

### AROUND THE WORLD

Location	Temp	Wind	Cloud
London	5-12	W 10-15	Partly
Manchester	4-11	W 10-15	Partly
Birmingham	4-11	W 10-15	Partly
Cardiff	4-11	W 10-15	Partly
Edinburgh	4-11	W 10-15	Partly
Glasgow	4-11	W 10-15	Partly
Liverpool	4-11	W 10-15	Partly
Newcastle	4-11	W 10-15	Partly
Nottingham	4-11	W 10-15	Partly
Sheffield	4-11	W 10-15	Partly
Southampton	4-11	W 10-15	Partly
Stoke	4-11	W 10-15	Partly
Wolverhampton	4-11	W 10-15	Partly
Wrexham	4-11	W 10-15	Partly
York	4-11	W 10-15	Partly

### AROUND BRITAIN

Location	Temp	Wind	Cloud
London	5-12	W 10-15	Partly
Manchester	4-11	W 10-15	Partly
Birmingham	4-11	W 10-15	Partly
Cardiff	4-11	W 10-15	Partly
Edinburgh	4-11	W 10-15	Partly
Glasgow	4-11	W 10-15	Partly
Liverpool	4-11	W 10-15	Partly
Newcastle	4-11	W 10-15	Partly
Nottingham	4-11	W 10-15	Partly
Sheffield	4-11	W 10-15	Partly
Southampton	4-11	W 10-15	Partly
Stoke	4-11	W 10-15	Partly
Wolverhampton	4-11	W 10-15	Partly
Wrexham	4-11	W 10-15	Partly
York	4-11	W 10-15	Partly

### WEST COAST

Location	Temp	Wind	Cloud
London	5-12	W 10-15	Partly
Manchester	4-11	W 10-15	Partly
Birmingham	4-11	W 10-15	Partly
Cardiff	4-11	W 10-15	Partly
Edinburgh	4-11	W 10-15	Partly
Glasgow	4-11	W 10-15	Partly
Liverpool	4-11	W 10-15	Partly
Newcastle	4-11	W 10-15	Partly
Nottingham	4-11	W 10-15	Partly
Sheffield	4-11	W 10-15	Partly
Southampton	4-11	W 10-15	Partly
Stoke	4-11	W 10-15	Partly
Wolverhampton	4-11	W 10-15	Partly
Wrexham	4-11	W 10-15	Partly
York	4-11	W 10-15	Partly

### SNOW REPORTS

Location	Temp	Wind	Cloud
London	5-12	W 10-15	Partly
Manchester	4-11	W 10-15	Partly
Birmingham	4-11	W 10-15	Partly
Cardiff	4-11	W 10-15	Partly
Edinburgh	4-11	W 10-15	Partly
Glasgow	4-11	W 10-15	Partly
Liverpool	4-11	W 10-15	Partly
Newcastle	4-11	W 10-15	Partly
Nottingham	4-11	W 10-15	Partly
Sheffield	4-11	W 10-15	Partly
Southampton	4-11	W 10-15	Partly
Stoke	4-11	W 10-15	Partly
Wolverhampton	4-11	W 10-15	Partly
Wrexham	4-11	W 10-15	Partly
York	4-11	W 10-15	Partly

### SATELLITE PREDICTIONS

Location	Temp	Wind	Cloud
London	5-12	W 10-15	Partly
Manchester	4-11	W 10-15	Partly
Birmingham	4-11	W 10-15	Partly
Cardiff	4-11	W 10-15	Partly
Edinburgh	4-11	W 10-15	Partly
Glasgow	4-11	W 10-15	Partly
Liverpool	4-11	W 10-15	Partly
Newcastle	4-11	W 10-15	Partly
Nottingham	4-11	W 10-15	Partly
Sheffield	4-11	W 10-15	Partly
Southampton	4-11	W 10-15	Partly
Stoke	4-11	W 10-15	Partly
Wolverhampton	4-11	W 10-15	Partly
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